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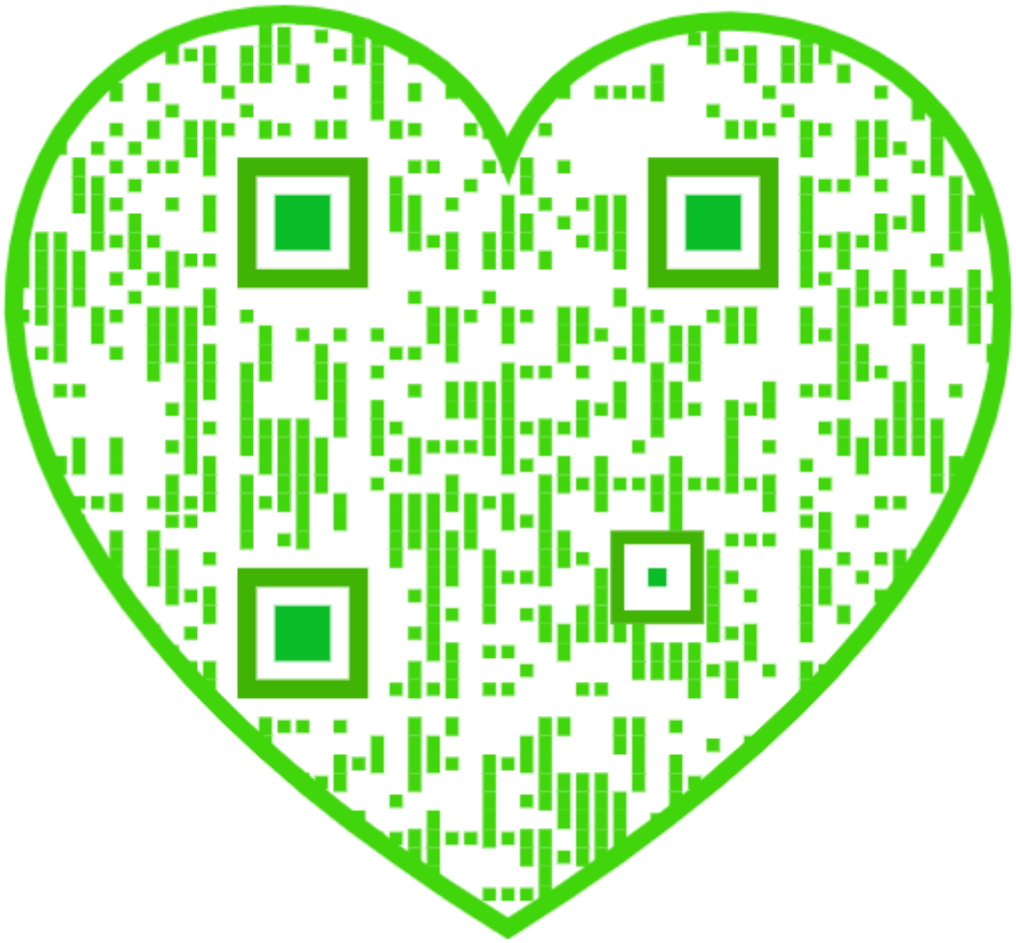

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300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
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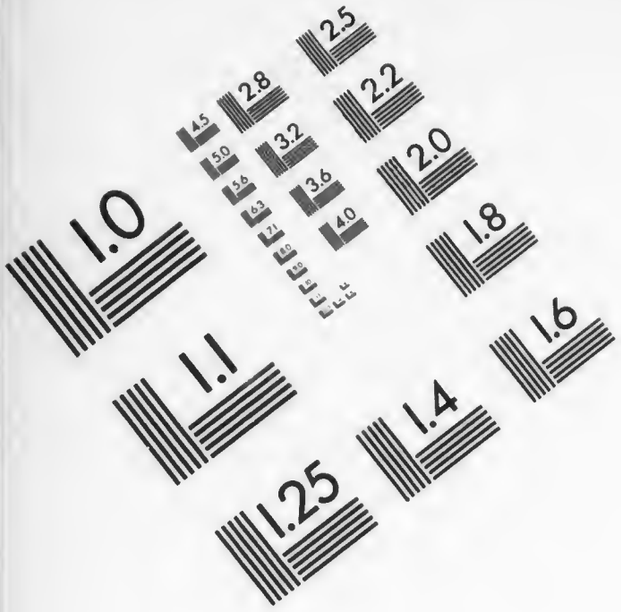

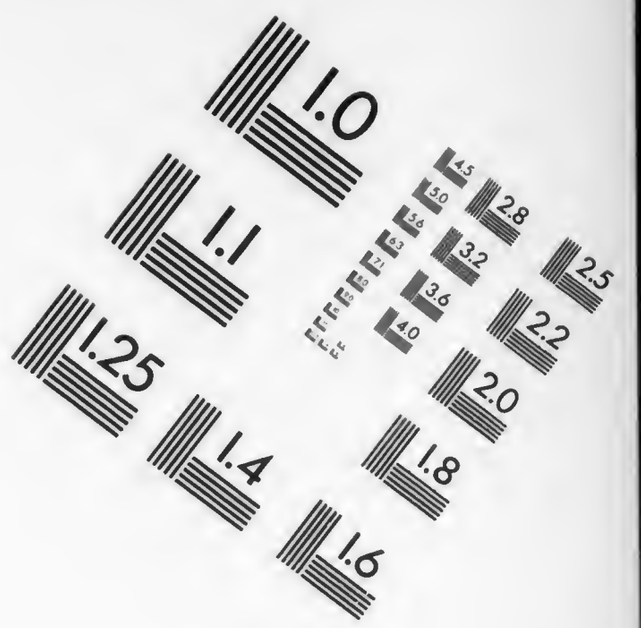

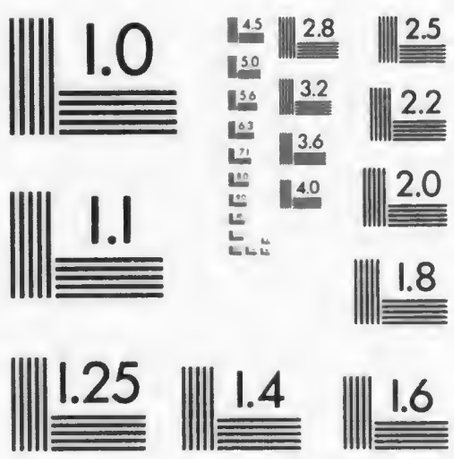

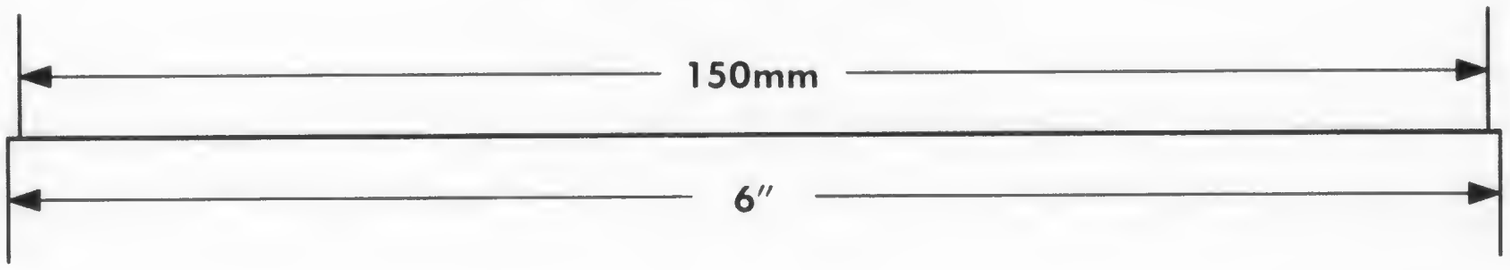

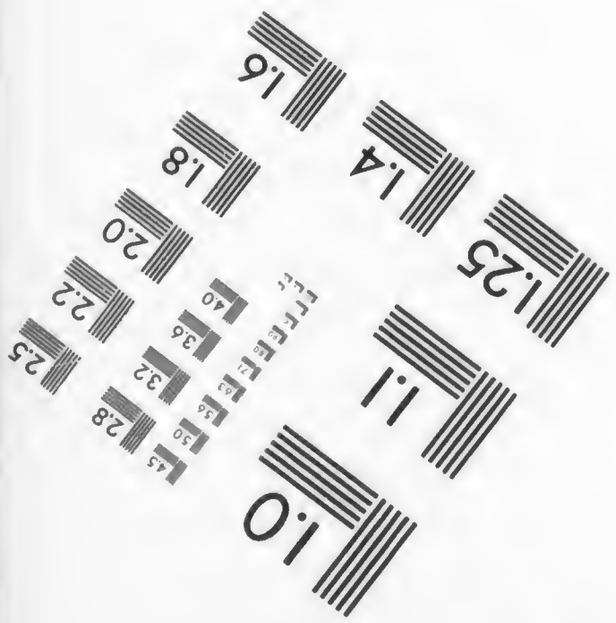

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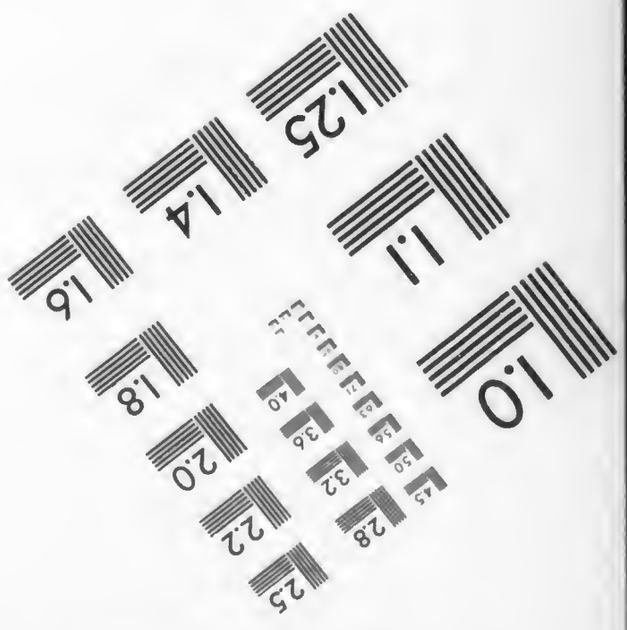

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The Union Label in Philadelphia.

IT is acknowledged by officers of the Blue Label League of Pennsylvania that Philadelphia is very weak as a blue label center, and that the demand for strictly union made goods here is at low ebb. Yet there would appear to be sufficient labor organizations in this city, and their membership strong enough to make it a stronghold for blue label goods. That such is not the case seems to indicate that there is something wrong somewhere. The condition is quite annoying to the leaders, who say that many union workmen are not doing their duty and are not fulfilling their obligations.

Diligent inquiry would no doubt reveal the fact that union men, like many others, are on the alert for free gifts with their supplies of tobacco, or rather that they are no less susceptible to the delusion of getting something for nothing than non-union men, and consequently the blue labels on cigars in particular are soon forgotten. Or can it be that they fear that the higher rate of wages, in many instances, which it is necessary for manufacturers to pay union workmen for making cigars may not always permit them to use as good a quality of tobacco in their product as their non-union competitors? In any event it shows a sad lack of principle to be inconsistent advocates of unionism, and as these very men should set a good moral example, how then can they expect to effectively enthuse the union spirit into those less directly interested?

—:o:—

The First Six Months.

JUST half of the year 1904 has now passed, and the country is entering upon the last half of the year. Much as it is regretted, in truthfulness it must be said that during the past six months the tobacco trade at large has not experienced as active a period as was hoped for. An extraordinarily severe winter, followed by a late spring, has militated against business in general, from which retailer and manufacturer alike have suffered, and possibly, too, the traditional "Presidential year" has had some effect. We argued months ago, however, that it was unreasonable that the mere fact that it was a Presidential year should have any appreciable effect upon business this year, and we still fail to see any sane reason therefor, inasmuch as for several years past the country at large has been highly prosperous, and furthermore, political conditions are such that no radical changes are anticipated as a result of this year's election.

Notwithstanding the fact that business has not, during the six months just ended, been up to the standard of several years previous, yet there are still six months of this year in which to recoup such shortcomings as may have been experienced during the closed period of six months, and we reiterate that we believe it remains largely with the individuals to make the period what they will.

Of course, it is so easy to allow oneself to be overtaken with a spirit of pessimism, but the wonderful energy of the American people is likely to predominate, and if one will but look at the natural conditions which justify activity, and go after his share of it with energy and enthusiasm of which we are so fully capable, there is no reason why 1904 should not be closed with a substantial gain to our credit.

—:o:—

The May Production.

REPORTS from the U. S. Internal Revenue Bureau for the month of May again show a decrease in the output of cigars, and in fact in all lines except smoking and chewing tobacco, as the following figures will indicate:

No. of Cigars made in May,	1904,	569,093,400
" " " "	1903,	583,309,060
Decrease in May,	1904,	14,215,660
No. Cigarettes made in May,	1904,	258,192,116
" " " "	1903,	323,974,000
Decrease in May,	1904,	65,781,888
No. Little Cigars made, May,	1904,	52,805,000
" " " "	1903,	53,958,000
Decrease in May,	1904,	1,153,000
Lbs. Manuf'd Tobacco, May,	1904,	33,298,096
" " " "	1903,	25,979,747
Increase in May,	1904,	7,318,349
Lbs. of Snuff made in May,	1904,	1,594,767
" " " "	1903,	1,646,428
Decrease in May,	1904,	51,661

For the Eleven Months of the Fiscal Year.

For the eleven months of the fiscal year ending May 31, 1904, the revenue returns show the following figures:

Cigars made in	1904,	6,115,495,340
" "	1903,	6,181,862,070
Decrease in	1904,	66,366,730
Cigarettes made in	1904,	2,553,114,400
" "	1903,	2,436,069,200
Increase in	1904,	117,106,200
Little Cigars made in	1904,	630,285,000
" "	1903,	567,386,000
Increase in	1904,	66,899,000
Lbs. Manufactured Tobacco in	1904,	300,662,978
" " "	1903,	281,067,703
Increase in	1904,	19,665,275
Lbs. Snuff made in	1904,	18,404,652
" " "	1903,	17,287,990
Increase in	1904,	1,227,453

Pennsylvania.

In view of all the facts, the industry in Pennsylvania appears to be having a very fair share of the business in the cigar trade, as will be seen by the following figures:

District.	May, 1904	May, 1903	Inc. or Dec.
1st	51,656,810	49,316,320	2,340,490
9th	60,826,580	61,230,190	403,610d
12th	3,412,250	3,067,305	344,945
23d	34,474,530	33,843,250	631,280
Total	150,370,170	149,457,065	2,913,105

For the eleven months of the fiscal year ending in May 31, 1904, the figures were:

Dist.	1904	1903	Inc or Dec.
1st	537,146,760	520,289,700	16,857,060
9th	692,196,110	711,155,745	18,959,635d
12th	36,484,200	29,033,410	7,450,790
23d	365,417,355	321,799,790	43,617,565
Total,	1,631,244,425	1,582,278,645	48,965,780

As compared with April, the May production of this year is at least slightly encouraging. The following are the figures:

Dist.	May.	April.	Increase.
1st	51,656,810	47,547,860	4,108,950
9th	60,826,580	57,225,630	3,600,950
12th	3,412,253	3,213,050	194,203
23d	34,474,530	30,813,895	3,660,635
Total	150,370,173	138,800,435	11,569,638

—:o:—

Japan's Monopoly of the Manufacture of Tobacco.

Editor American Industries:

AFTER the government's plan of controlling the manufacture of tobacco for fiscal purposes was made officially known to the public, the tobacco people changed their attitude and expressed their willingness to support it if the terms could be made satisfactory. The outbreak of the Japan-Russo war hastened the decision of Parliament, and the bill was passed on the 26th of March with slight modifications. The vital point of the discussion was regarding the number of years and the basis of indemnity to the manufacturers who would be bought out. The original bill provided for a tax on the income of each individual manufacturer, but the committee who had charge of the bill reported in favor of taking the amount of sales as a basis, and favored three years' indemnity instead of four on account of the financial condition of the treasury.

The amount provided for indemnity was 9,100,000 yen (about $4,500,000), which will be distributed among all the manufacturers in Japan, but about one-half of it will go to four prominent companies. This is at the rate of 20 per cent indemnity per annum for three years, based on the amount of sales. If of suitable character the factories and machinery will be bought by the government. The administration of the tobacco monopoly by the government will be patterned chiefly after that of Austria, and the government expects to manufacture various brands to suit the public taste. The monopoly for the manufacture of cigarettes began the first of June, and for cut tobacco will begin a year later.

SAJIRO TATEISH, B. S., Ph. D.

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THE REALM OF THE RETAILERS

THE NECESSITY OF CLOSER AFFILIATION BETWEEN JOBBER AND RETAILER.

THE following address on the above subject was delivered by Mr. W. P. Bogardus at the annual meeting of the Southern Jobbers' Association, held at Atlanta, Ga.:

"I think myself fortunate that I am permitted to address so notable an assembly. Thrice fortunate that I can come into this Southland and see with mine own eyes the progress that you are making. To see the results of the shifting of industrial power from the field to the factory, so that the development of the new South shall be harmonious, and the field, and factory, and church, and schoolhouse, and the home, shall join in an all-round development of this land that is beautiful for situation and lovely to dwell in. It is a pleasure to come here and see, in this new activity, a future pregnant with greatness, and power, and usefulness.

"But we are come here today to discuss a question that enters largely into the conditions of future success and prosperity of this great American people. And, as I stand before this gathering of representative men engaged in the business that is the keynote to human industry, and the barometer that tells of the prosperity or depression of business life, I am buoyed up with the hope that our conference will result in the betterment of our conditions as business men.

"In these modern times there have arisen methods of doing business that are harmful to a large number of business men; because the success of these methods depends on creating false impressions; dangerous to society, because of the efforts to centralize business in the large cities; and bound, in the near future, to bring disastrous results on us as a people, for centralization carried to an extreme breeds anarchy.

"For nearly twenty years these methods have been developing. For nearly ten years the retail organizations of the North have been fighting to hold in check what they have felt to be the illegitimate and unfair methods of the catalogue houses and department stores. Illegitimate, because they seek to carry the idea that the merchants in the towns, villages and hamlets all over this land are seeking to get exorbitant prices for the goods that they are offering to sell the public. Unfair, because they are seeking to create and deepen an antagonism between the country merchant and his customers, by offering to send to these customers standard goods at prices at which the merchants cannot buy and sell them. Using goods that have become well known to the public by the faithful efforts of the retailers who have introduced them and made them standard, as leaders to draw the unthinking public to patronize them.

"While vaunting themselves as the 'price makers of the country,' and boasting of their greatness, they make this peculiar proposition, for honorable business men, that if the public will buy of them, their 'name will not appear on box, package, wrapper, tag, envelope, or outside of merchandise,' so that they can send their money to the catalogue house, and when the goods are received no one will be the wiser, and no awkward questions will be asked, by neighbors or home merchants. And they go on to say that they handle such large quantities they 'are enabled to own their own factories,' and so cut out all profits except their own as manufacturers; that their expert buyers were on the lookout for overstocked manufacturers and jobbers, and by offering cash for the surplus were getting the goods for less than the cost to make. All this they were giving to the public. And they say further, 'We sell to the largest merchants in the country, and we have only one price. The man with the dollar gets his goods just as cheap as the man who buys thousands.'

"That the catalogue houses and department stores have a right to buy and sell goods goes without saying. But, if the manufacturer has a right and the power to determine how his goods shall be sold, and at what prices they shall be sold to the retail trade, and goes so far as to say to the jobber, that 'if you deviate from these prices, to your trade, we will cut you off from selling our goods,' why cannot the manufacturer say to the catalogue house, 'You must sell the goods you buy of us at such prices as we may determine, or we will not let you handle any of our output?' If it is right to make one restriction, why not another? If one class is to be controlled in selling the goods of the manufacturer, why not all? Why should any retailer be permitted to buy goods so as to demoralize the market? True, the catalogue house will buy more goods than any single retailer can be expected to buy. But he is, and always will remain, a competitor of the retailer.

"If the catalogue houses and the department stores bought the entire output of the manufacturers, then this discussion would have no place here, and neither would the jobber. We must recognize the fact that the jobber as a rule does not sell to the catalogue house. Therefore, the catalogue house becomes an immediate competitor of the jobber, and is doing all he can to undermine the jobber, and his customers, by going direct to the customers of the jobber's customers and soliciting his trade. Being in a position, and recognized as a large buyer, he is put on the same plane with the jobber, and even frequently above him as regards prices, so that he is enabled to undersell and break down those to whom the jobber must look for support, if he is to remain a jobber.

"If quantity is the only thing that makes price then this condition of things will continue. But this condition of things can continue only as long as the rule that price is governed by quantity prevails. Buyers should be graded, and manufacturers owe it not only to themselves, but to the trade in general, to be governed by other things than quantity in making prices.

Why are certain goods offered by catalogue houses at such low prices? Because they are standard. Because they are known all over this country. Who made them known? Who brought them to the attention of the general public? Was it the catalogue houses? I tell you nay. But in every hamlet and village and town, merchants and storekeepers have sung their praises until they have become a household word. Because they are well known they have been used by the catalogue houses and department stores to create an impression that they were selling goods all the way through at such prices. And the curious thing to me is that the manufacturers have joined with them, and, because they have given them sizable orders for goods, have helped them, unwittingly I believe, to break down the very people who have been instrumental in giving their goods the reputation they have gained before the public, and so building the manufacturer's trade.

"I take it as a fact, beyond dispute, that the manufacturer would have but small trade unless he had some one to help distribute his output. For the manufacturer to go to the consumer means too large an expense account, and is not practicable. For him to go to the retailer is open to the same objection as regards expense, except in some few instances. To go to the jobber for help to distribute his product is the least expensive and most satisfactory method yet devised.

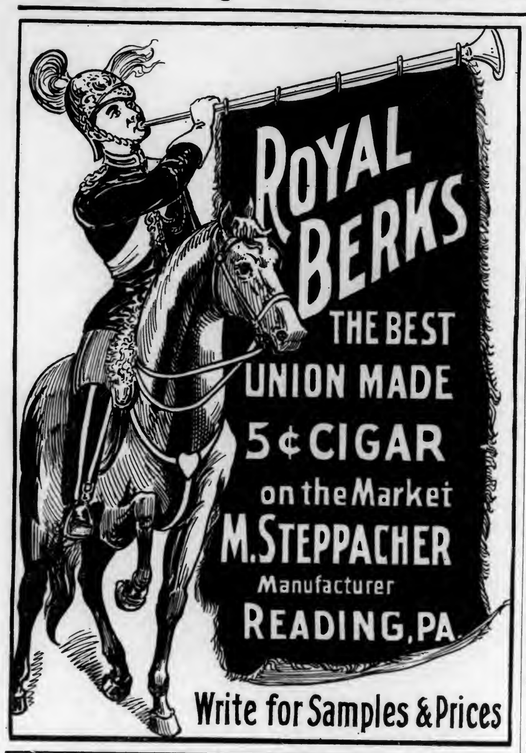
"Every time a manufacturer goes to a retailer and sells him goods he that much cripples his best friend, the jobber. He does not add to the consumptive capacity of the country one single cent, but brings confusion where there should be order. Mark you, I do not take the position that the manufacturer should never sell to the retailer; but this I do say, do not sell to the retailer at the same price you do to the jobber, even if he offers to buy more goods than the jobber at the time. Do I say this as a retailer? I certainly do. Go into a great factory where the revolving wheels are singing the song of human industry and watch as the completed product comes forth, and is boxed and piled tier on tier ready to be shipped to the markets of the world, and you see but one line of goods. But go into the great warehouse of the jobber, and see the accumulation of goods gathered from many factories that are waiting to be sent forth on their mission of usefulness, and you will see where the retailer can turn with confidence that his wants will be supplied promptly and completely.

Such being the conditions surrounding the retail and jobbing trade, is there not good reason for a close affiliation between jobber and retailer? Each is mutually dependent on the other. The jobber cannot exist, as a jobber, unless he can sell the goods that he has gathered together to the retailer. He cannot go to the consumer; it is too expensive. Now, if his natural customer has been crippled by a competition that has been fostered and built up on the principle that price is governed by quantity, and which in every way possible seeks to convey the idea that it is better for the consumer to send his money away from home to buy his goods, what is the natural customer of the jobber going to do with the goods he buys from the jobber? To whom can he sell them? If a merchant's competitor has been given prices so low that he can sell for what it costs the other to buy, how is there going to be any competition?

"Some may say that the catalogue house question is a small matter. Gentlemen, it is not a small matter. It vitally affects every retailer in all this country, and as it affects the retailer so it affects the jobber. So closely are their interests interwoven that the success of

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



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Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

the one means the success of the other.

"In these strenuous times it seems that the modern business mind is impressed more by size than by a careful consideration of the justice and merit of a claim. In the hurry of business it seems impossible to get a hearing unless accompanied by size. There must be influence back of requests before they get a hearing. The individual has no place in the new order of things. It must be a company, or corporation, or combination, or trust, if our plans are to ripen into fruitage. So we turn to organization, the spirit of the age whose wand brings order out of chaos, system out of confusion, and success out of disaster, with the hope that a solution, fair and just to all, may come through this agitation.

"We are not here to ask that any man shall be driven out of business. We are not here to ask that any business enterprise be throttled. But we are here to ask that men who are seeking to break down the retail dealer in order that they can climb upon the ruins may be hindered from accomplishing their objects. We are here to ask that the help heretofore given them may be withheld, and that other considerations besides quantity regulate the price.

"The retailer is slowly recognizing his utter weakness when alone, and his power when organized. And he sees, as he hopes the jobber will see, what closer affiliation between the two associations will mean for both of them in the future."

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending July 2, 1904.

Antwerp—E. C. Frank & Co., 1 case leaf tobacco.

Caibarien—W. D. Munson, 190 bales leaf tobacco.

Havana.—Havana Tobacco Co., 179 cases cigars; Keiser & Boasberg, 35 bales leaf tobacco; J. E. Ward & Co., 10 cases cut tobacco; W. R. Grace & Co., 3 cases cigars and cigarettes; A. S. Lascelles & Co., 24 cases cigarettes; J. E. Ward & Co., 22 trunks cigarettes; W. R. Grace & Co., 2 cases do.

Liverpool—American Tobacco Co., 25 cases cigarette paper.

Southampton—Order, 2 cases cigarette machinery.

Vera Cruz—Jas. E. Ward & Co., 4 cases cigars, 900 bales leaf tobacco.

SUMATRA TOBACCO.

Str. Noordam, arrived June 28.
(1,751 bales; 119 cases; 66 boxes.)

E. Rosenwald & Bro.	416 bales
A. Cohn & Co.	343 "
Jos. Hirsch & Son	168 "
G. Falk & Bro.	141 "
H. Duys & Co.	140 "
L. Schmid & Co.	108 bales
United Cigar Manufacturers	86 "
Brown Bros. & Co.	85 "
M. L. Herzog & Co.	75 "
F. & E. Cranz	50 "
S. Rossin & Sons	34 "
Order	30 "
Pretzfeld & Co.	29 "
Herz Bros.	16 "
Leonard Friedman & Co.	14 "
Rothschild & Bro.	10 "
J. Holzman	6 "
E. Rosenwald & Bro.	101 cases
Order	14 "
Herz Bros.	3 "
Pim, Forwood & Kellock	1 case
J. Holzman	66 boxes

HAVANA TOBACCO.

Str. Mexico, arrived June 28:
(1,206 bales; 39 bbls; 50 cases.)

J. E. Ward & Co.	1,098 bales
Rothschild & Bro.	45 "
Leonard Friedman & Co.	22 "
Rollin H. Mills	21 "
J. Fruntela	10 "
Hinsdale Smith & Co.	10 "
E. Regensburg & Sons	23 bbls.
J. E. Ward & Co.	16 "
Gans & Son	30 cases
I. Bijur & Son	20 "

Str. Vigilancia, arrived July 3:
(523 bales.)

E. Pascual & Co.	222 bales
Jas. E. Ward & Co.	149 "
J. Bernheim & Son	60 "
Leonard Friedman & Co.	51 "
G. Salomon & Bro.	41 "

HAVANA CIGARS.

Str. Mexico, arrived June 28:
(342 cases.)

J. E. Ward & Co.	233 cases
Havana Tobacco Co.	32 "
G. S. Nicholas	30 "
Park & Tilford	18 "
W. H. Stiner & Son	6 "
G. W. Sheldon & Co.	5 "
E. A. Kline & Co.	4 "
Calixto Lopez & Co.	4 "
Canadian Pacific R. R. Co.,	4 "
Acker, Merrall & Condit	3 "
C. H. Wyman & Co.	1 case
J. P. Roosa	1 "
L. J. Spence	1 "

Str. Vigilancia, arrived July 3:
(7 cases; 10 packages.)

J. E. Ward & Co.	6 cases
W. R. Grace & Co.	1 case
National Cuba Co.	10 pkges

A Quiet Week in Lancaster.

Waiting for the New Tobacco to Become Ready for Use—News of the Trade.

Lancaster, Pa., July 5, 1904.

The past week has been an unexpectedly quiet one in both the leaf and the manufacturing trade. With the packers no large business was expected, for the reason that in old goods they are pretty well cleaned out, and the 1903 crop is not yet ready for the market. The manufacturers, not being specially pressed with orders, took advantage of the national holiday, and in a number of instances closed down their factories for several days last week, some resuming operations today, while others will not reopen until tomorrow.

Anent the damage in this year's packing, I have learned by diligent inquiry that the percentage of black rot which has developed is not really so great this year as it has been during some previous seasons, but certainly it is large enough as it is, and will to some extent increase the cost of packing. There are very few packers who have not already discovered a certain per cent of damage, but the goods are now all being carefully examined, and soon a more accurate idea of its extent will be obtained.

Several purchases of the 1901 crop were made from local packers at Mountville last week by the American Cigar Leaf Tobacco Co. of McSherrystown.

E. F. Law was on a short business trip last week among his jobbing trade, as was J. B. Milleysack, of the West End.

G. W. Sachs, formerly superintendent of the Bibo factory here, has opened a cigar factory at Walnut and Lancaster avenue, this city.

Mr. McGinnis, of John A. Kauffman, wholesale cigar manufacturer, has booked some orders for early delivery.

The stogie trade seems to be in a fairly prosperous condition. Herman Stein reports a very good business at Pittsburg and vicinity, which he recently visited.

At the factory of John Slater & Co., which is the largest stogie factory in this section, I was informed that their shipments during the month of May were the heaviest in a single month for some time, but that June was fully up to it, if not slightly ahead in the point of shipments. In fact, their shipments of this year have been averaging very nicely and if they continue, the output of 1904 will far surpass that of 1903, which was quite a satisfactory year with them.

The J. L. Metzger Leaf Tobacco Co., who some months ago commenced the manufacture of combination filler tobaccos for the convenience of cigar manufacturers and others, announce that as their products become better known they are also being more appreciated.

Samuel Eshleman, an old time cigar manufacturer of Red Run, Lancaster county, died suddenly at his home in that place, of heart failure. He had been packing cigars up to within an hour of his death, and, while in the act of descending from the packing room to the first floor of the building, he was taken suddenly ill and expired within a half hour.

A convention of the Ninth District Union Label Agitation and Protective Association was held at Ephrata last week. It is the third season of the organization, which is composed of local unions of cigarmakers located in the Ninth Internal Revenue District, and which is devoted to the work of organizing the cigarmakers in that district and in the promotion of the sale of union made goods, as well as keeping a vigilant lookout for counterfeiters of the label of the Cigarmakers' International Union. The next annual convention of this organization is to be held at Akron. Elmer E. Greenawalt and I. B. Kuhn, of McSherrystown, were reelected by the convention of agitators. They were entertained during their stay at Ephrata by local makers in that town.

KILDOW FACTORY IN NEW HANDS.

T. M. Kildow, the pioneer cigar manufacturer of Bethesda, O., is reported to be making arrangements to retire from active business, having transferred his factory and the business to his son, Charles Kildow, and W. T. Bolan, who will continue the business at the old establishment.

OUR TWO BIG SELLERS

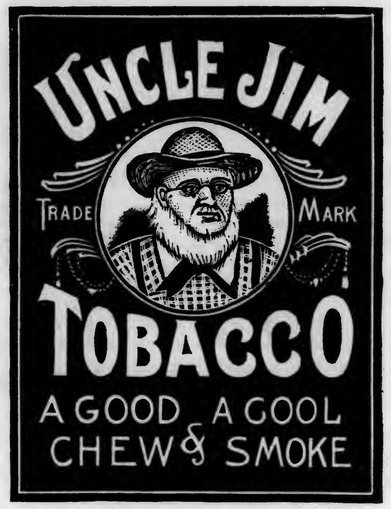
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



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THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

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High Grade Medium Priced **Cigars**

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Manufacturer of

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SCRAP
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RÜSCHER & CO.
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LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
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R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
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S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

RENEWED INTEREST IN HAVANA GOODS.

Local Manufacturers and the Exports to Germany Liven Up the Market—Tampa Strike Reacts Upon the Trade in Cuba—Trade Gossip of the Week.

HAVANA, June 28, 1904.

Havana Cigar Manufacturers

Although the number of buyers from the North is only limited, owing to a better demand by the local manufacturers, as well as by the continued call for Germany, (principally the lowest grade loose leaves), the sales during the past week show a large increase over the previous one. Important sales of Partido wrappers to local factories, particularly the Trust, was the noteworthy event. The independent factories have also purchased liberally, chiefly of Vuelta Abajo factory vegas, however. The few old goods in the market seem neglected. The strike in Tampa is affecting trade injuriously, having stopped the orders for stripping fillers in Havana, thus throwing a number of people out of employment. Work in the country is progressing actively, although some complaint is heard that the Western Railroad has not sufficient rolling stock to haul the goods from the interior to this city fast enough. However, if the present receipts are maintained, there will be over 100,000 bales of the new crop from the Vuelta Abajo and the Partidos in the Havana market by the end of July, so buyers can be sure to find a selection of choice leaf from which to choose. The Remedios packings will commence to work actively from now on, and while the receipts ought to be fairly large, this kind of tobacco will need more time to cure in the bales, and will hardly be fit to be purchased until the month of October, excepting the lighter qualities for export to Europe.

Sales for the week amounted to 3,719 bales, of which 1,272 bales consisted of Vuelta Abajo, 2,189 of Partido and 258 of Remedios. Buyers for the American market took 1,133, local manufacturers 1,753, and for Europe 833 bales were purchased.

Buyers Come and Go.

Arrivals:—A. L. Cuesta of Cuesta, Rey & Co., Tampa, Fla.; Salvador Rodriguez, of Salvador Rodriguez Tampa Fla.; Jose C. Calmet, of Jose C. Calmet, of New York.

Departures:—C. C. Rosenberg, for Philadelphia; Jose Lovera, for Tampa, Fla.; Joseph Mendelsohn, for N. Y.

Report no change for the better in the general situation during the week gone by, but, as the active season is due in August, the few quiet weeks will soon be over. As the independent manufacturers have secured the finest vegas of the Vuelta Abajo they could lay their hands on, the cigars to be made of the 1904 crop are bound to give universal satisfaction to the smokers of imported cigars in the United States. How the trust cigars will turn out has to be left to the individual taste of each customer.

Rabell, Costa, Vales & Co. report a very steady call for their cigars in the United States and elsewhere, and are discharging no cigarmakers. They have just received some good orders from Buenos Ayres by mail and cable, equal to about 200,000 cigars. This is a further gratifying proof of the excellence of the material and workmanship in the "Ramon Allones" factory. Although the Eminencial cigarettes are considered one of the finest cigarettes made in Havana, the owners, J. Vales & Co., are forced by the Trust to imitate the craze of the public for gifts and are now exhibiting a very costly array of jewelry to be given away to the lucky winners. Notwithstanding the almost prohibitory duties, there is some demand for La Eminencia by connoisseurs in the United States, who prefer them to the Turkish or Egyptian cigarettes.

H. Upmann & Co. are as busy as they can expect to be at this season of the year, as they are constantly in receipt of orders from everywhere.

Cifuentes, Fernandez & Co. are very well satisfied, and say that they have enough orders on hand for the months of July and August to keep their factory running as busy as now, even if no new orders should come in during these two months, which is highly improbable. The call is principally from London, the United States, South America and Australia.

"Sol" is working daily upon its routine course, and while orders are not as

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Cable: "ANTERO." Habana.

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AVELINO PAZOS & CO.

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PRADO 123,

Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

big as during the active season, Behrens & Co. know that the demand is bound to set in stronger before long, and in the meantime they are still picking up some choice vegas here and there.

J. F. Rocha & Co. are marching along steadily in the procession, getting their full share of orders for Nene and Jefferson from the United States and Crepusculo from other countries.

Enrique Dorado & Co. report no change in the call for El Rico Habano from the United States and Canada.

Remigio Lopez & Hno. are paying their chief attention to the packing for their factory, so that the consumers of La Mas Fermosa and Magnetica de Cuba will be well pleased with the new cigars and order them in increasing quantities.

Buying, Selling and Other Notes of Interest.

Ellis and Alfred Arendt have been purchasers in the market of close on to 500 bales of new Vuelta Abajo and Partido tobacco.

Luis Marx has been very successful in disposing of all of his escojida from his Zorilla and San Antonio farms, Tumbadero district, the total being 1,400 bales, 1,150 of which consisted of wrappers. The bulk was sold to local manufacturers, and while the prices are not given, Don Luis states that the same were such as to allow the manufacturers also to make some money upon their purchases, particularly as his motto has always been "live and let live." He will leave on July 16, via New York, for Europe, to have a well earned short vacation before he gives his whole mind to the raising of the 1905 crop upon his model farms.

Adolfo Moeller disposed of 400 bales of his shade grown tobacco, and is the most active shipper to the German market.

Voneiff & Vidal Cruz are not shipping any new tobacco of their packings as the tobacco is still in fermentation, although they have no lack of orders. They have just received the first 100 bales of their Vuelta Abajo packing.

Jose Menendez turned over 300 bales additional of his Vuelta Abajo and Partido packings.

Perfecto Garcia purchased 100 bales of Vuelta Abajo for his Chicago house.

Bruno Diaz & Co. sold 200 bales of their choice Partido escojidas.

A. Pazos & Co. received another lot of 74 bales from their Vuelta Abajo packing. Don Ramon Rodriguez has gone to the Vuelta Abajo to buy liberally of the best vegas he can find to keep their escojidas going.

Rabell, Costa & Co. disposed of 180 bales of Vuelta Abajo and Partido. They have now 10 packings going in the Vuelta Abajo, in Montezuelo, Dimas, Pinar del Rio, Agiconal and las Ovas, where they will make at least 6,000 bales this season.

H. Upmann & Co. shipped 250,000 cigars last week.

Sobrinos de A. Gonzalez turned over 150 bales of Vuelta Abajo and Partido.

Suarez Hnos. received over 700 bales of Vuelta Abajo from their escojidas last week.

G. Salomon y Hnos. sold 150 bales of Remedios and have now ready some extra fine light colored wrappers from their Partido packing, which are fit to be worked.

Loeb-Nunez Havana Co. shipped 108 bales of Remedios to the North.

Aixala & Co. closed out 108 bales of Vuelta Abajo and Partido to local factories. Their wrappers are improving in the bales and are very choice.

Jorge & P. Castaneda disposed of 100 bales of their Tumbadero packings to several buyers.

Antonio Suarez is hard at work upon his Vuelta Abajo escojidas, having received 200 bales during the past week.

Muniz Hnos. & Co. sold 100 bales of Vuelta Abajo to a local factory.

Miguel Perez is making packings in the Vuelta Abajo, Semi Vuelta and Santa Clara, and receives regular sized lots each week from them.

Gonzalez, Benitez & Co. turned over 100 bales of Vuelta Abajo and Partido.

Federico Metz has reconsidered his idea of connecting himself with Silveira & Co., and will now start upon his own account at Prado 93 A.

A. M. Calzado & Co. closed one transaction of 58 bales of Vuelta Abajo to a local factory.

J. F. Rocha & Co. sold the rest of their old Vuelta Abajo holdings, 57 bales.

Receipts From the Country

	Week Ending June 25. Bales	Since Jan. 1. Bales
Vuelta Abajo	9,055	38,915
Semi Vuelta	629	2,914
Matanzas	—	112
Partido	2,193	21,698
S. Clara & Remedios	375	6,778
Santiago de Cuba	—	242
Total	12,252	70,659

Reading Factories Busy.

The Big Concerns All Running; But Some of the Smaller Ones Could Do More Work if Necessary.

Reading, Pa., July 5, 1904.

The cigar manufacturing industry of this section seems to continue steadily busy. That is to say, the factories are all running full handed and on regular time. A few of the smaller ones, however, are suffering somewhat from the lack of trade, yet, according to the internal revenue reports, this division of

(Concluded on page 22.)

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HAVANA TOBACCO

New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.

Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco,

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Vevay.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

M. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
150 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nesgs."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOT SMITH
NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

TOBACCO NEWS OF GREATER NEW YORK

So far as the domestic leaf is concerned, the New York market during the past week has been dull and a comparatively small volume of business was transacted. The bulk of the business done was confined to Connecticut tobaccos, the 1903 Connecticut broad leaf having some demand which was held out at pretty stiff prices. The Sumatra market has been fairly active, and several good sized transactions were reported.

• • •

The inscription held at Amsterdam on the first of July was not so enthusiastically attended as some of the previous ones, and less than a thousand bales are reported to have been secured for the United States. Among the purchasers were E. Rosenwald & Bro., who secured about 200 bales; Leonard Friedman & Co., about 200; H. Duys & Co., about the same quanitity; G. Falk & Bro., also secured several lots, and S. Rossin & Sons, 175 bales.

• • •

The recently organized firm of Schatz & Saqui, cigar manufacturers at 327 East Sixty-third street, has been dissolved. Max Schatz, of this firm, has acquired individual possession of the several well known brands, including Cleodora, Jan Kubelik and Smart Set, and expects to continue the business. Samuel Saqui will also again enter the cigar manufacturing trade.

• • •

At a meeting of the stockholders of the Universal Tobacco Company, held at Jersey City last week, it was voted to dissolve that company by exchanging stock of the Universal Tobaccco Co. for stock of the Commonwealth Tobacco Co. This action was approved by a vote of fifty thousand shares of common stock and 17,300 shares of preferred stock. The Commonwealth Tobacco Co. will buy the property of the Universal Tobacco Co. and will coniinue the manufacture of the latter's brands of cigarettes, little cigars and tobacco. Both Messrs. Wm. H. and Geo. P. Butler, of the former company, will be prominently inentified with the management of the Commonwealth Tobacco Co.

• • •

The cigar manufacturing firm of L. Kahner & Co., Inc., has been practically reorganized by Mr. Kahner, who is the principal owner of the corporation. Several of their well known brands have been given a new dress and have been furthermore generally improved in both appearance and quality. They will continue the manufacture of Wedding Bouquet and a number of other well known brands. The working force will also be increased from time to time.

• • •

Members of the Retail Cigar and Tobacco Dealers' Association of New York accompanied as special guests the members of the Brooklyn branch on an outing on Thursday evening last, and all who participated had a most enjoyable time.

• • •

The American Tobacco Co. declared a regular dividend of 2 per cent on the preferred stock and 3 per cent on the common stock, payable on August 1.

• • •

Carl Upmann, the veteran Fifty-ninth street cigar manufacturer, will leave this week on a pleasure trip to Europe.

• • •

E. M. Brash has resigned as assistant sales manager of the American Stogie Co., his resignation having taken effect on July 1.

• • •

M. Falk, of the Falk Tobacco Co., recently returned from a short trip to Philadelphia and vicinity. He reports having received a large number of orders for their goods and feels confident that he will have a goodly share of trade in Philadelphia.

• • •

After spending a few days with his family and friends in this city, S. W. Levine, representative of the Vicente Portuondo Mfg. Co., of Philadelphia, has started out on a tour through the New England States. Bridgeport, New Haven, Hartford, Springfield, Providence, Fall Hiver, Boston and Portland are included in the itinerary.

• • •

The Khedivial Co. has successfully launched a new coupon system with its Duke of York cigarettes, and it is announced that the venture has proven an effective trade winner. In each package of Duke of York cigarettes is enclosed a coupon. The coupons are numbered from one to ten, and the return of the complete set they will be redeemed for $2.50, and they can be used for premiums, a list of which is printed on the reverse side of the coupons.

• • •

Harry Erlich and S. J. Janover, who are president and vice president, respectively, of the Erlich Mfg. Co., are expecting this week to leave for a short trip to Havana.

• • •

J. Edward Cowles, manager of the cigar department of Austin, Nichols & Co., indulges occasionally in a piecemeal vacation of a day at a time.

Tobacco Association of the United States in Convention.

ABOUT SIXTY DELEGATES IN ATTENDANCE.

T. M. Carrington Re-Elected President——Other Officers Chosen——An Outing.

[Special to The Tobacco World]

HOTEL CHAMBERLIN,
Old Point Comfort, Va., July 5, 1904.

The Tobacco Association of the United States was called to order at 3 o'clock in the ball pavilion of the Chamberlin Hotel, President T. M. Carrington of Richmond, in the Chair. There were about sixty delegates present, representing interests in Virginia, Kentucky, Ohio, North Carolina, South Carolina, New York and Washington.

The delegates in attendance are:

J. L. Faulkner, Goldsboro, N. C.
W. L. Petty, Rocky Mount, N. C.
E. K. Vietor, Richmond, Va.
Wm. H. Cummings, New York.
W. D. Collins, Cincinnati, O.
G. L. Patton, Darlington, S. C.
D. C. McCall, Darlington, S. C.
W. T. Hancock, Richmond, Va.
E. K. Jones & Co., Danville, Va.
A. W. Dudley, Danville, Va.
Geo. A. Runey, Lawrenceville, Va.
Hugh Campbell, Richmond, Va.
L. B. Vaughan, Richmond, Va.
Chas. D. Larns, Richmond, Va.
S. R. Rose, Richmond, Va.
J. D. Shouse & Bro., Louisville, Ky.
Clark Bros. & Co., Bedford City, Va.
W. T. Clark, Wilson, N. C.
T. S. Williams, Danville, Va.
J. E. Johnston, Farmville, Va.
J. W. L. Wingo, Richmond, Va.
T. A. Person, Krisston, N. C.
J. B. Thomas, Louisburg, N. C.
W. H. Winstead, Goldsboro, N. C.
Albert Kramer, Durham, N. C.
G. E. Webb, Winston, N. C.
W. P. Anderson, Wilson, N. C.
John C. Hagan, Richmond, Va.
C. E. Kersey, Wilson, N. C.
A. B. Carrington, Danville, Va.
F. D. Williams, Richmond, Va.
R. W. Payne, Drake's Branch, Va.
W. C. Scott, Drake's Branch, Va.
General Stith Bolling, Petersburg, Va.
T. M. Carrington, Richmond, Va.
Thomas Mason, Cincinnati, O.
J. B. Lightfoot, Jr., Richmond, Va.

The first business was the reading and adoption of the report of Secretary-Treasurer of the association, Thomas Mason, of Cincinnati. The report showed that the year had been a prosperous one for the association and showed that the organization was in an excellent condition.

President Carrington then read his report, which took up in detail the steps taken to protest against the retroactive tariff levied on stripped tobacco by the English government. It explained what steps had been taken to make an effective fight against the increased tax and especially upon the retroactive clause of the new order. The correspondence with Secretary Hay and Ambassador Choate was summarized. The report referred to the postal parcels question and suggested that the matter be urged upon the attention of the forthcoming session of Congress.

Mr. Cummings of New York moved that the correspondence in reference to the English tariff be approved and that it all be collected and sent to the tobacco trade bodies of the country for approval and signature.

Albert Kramer, of Durham, N. C., moved the appointment of a committee of three to draft resolutions setting forth the fact that the tobacco trade has been especially prosperous in the past few years. He declared that the decrease in the number of factories was a serious matter to the leaf tobacco men, who could only hope to expand and retain their prosperity by an increase in the manufacture of tobacco and the consequent increase in the demand for leaf tobacco. He thought it wise to call attention to the prosperity of the trade in the hope that capital and labor would be encouraged to embark in the trade. The resolution was adopted.

Mr. T. M. Williamson, of Danville, Va., reported on an interview he had with Secretary Hay, in which the latter assured him that the State Department would do everything in its power to relieve the burden which the English government seeks to impose upon the stripped trade of the United States. He also offered a resolution of protest against the proposed tariff, setting forth that it was unjust discrimination, and appealing to the fair spirit of the English people to do away with the injustice.

J. A. Clarke moved that the dues of the association be made $3 per year instead of $5 and that the association year be from July to July instead of from January to January.

These matters were referred to the committee on resolutions, which will report at tomorrow's session.

Before the first session adjourned to 11 o'clock tomorrow morning, President T. M. Carrington was unanimously reelected for his fifth term and responded in a happy little address of thanks.

W. L. Petty, Rocky Mount, N. C., was unanimously elected vice president. The secretary will be appointed by the board of governors.

There are a number of visitors in attendance upon the meeting, including Mr. Thomas C. Holloway, of the statistical bureau of the Department of Agriculture, who delivered an interesting address in which he asked for cooperation in making up tobacco statistics. The association thanked Mr. Holloway and resolved to assist the department in gathering statistics.

COMMITTEES.

New Business: John C. Hagan, W. H. Cumming, G. E. Webb.

To Recommend Board of Governors for coming year: Gen. Stith Bolling, J. D. Shouse, W. D. Collins, C. D. Lancis, W. H. Winston.

The committee to consider the English tariff matter is composed of T. S. Williamson, W. T. Clark and O. W. Dudley.

On invitation of the Southern Railway Company the members enjoyed a moonlight excursion to the Virginia Capes this evening on one of the steamers of the company. W. F. L.

Has "Brotherhood" Been Sold?

The latest report is that the Brotherhood Tobacco Co. has sold the brand "Brotherhood" plug cut tobacco to the American Tobacco Co.

Philadelphia Tobacco Trade.

RETAILERS' DIRECTORS MEET.

At a meeting of the directors of the Retail Cigar and Tobacco Dealers' Association during the week, the following press committee was appointed: J. H. McHenry, J. S. Halfpenny, and J. G. Hasson.

A committee of two—J. G. Hasson and D. Schaible—was appointed to draft a measure for licensing retail cigar stores, to be brought to the attention of the legislature.

A communication was received from the Union Trades League offering to cooperate with the Association by instructing its members to buy union tobacco goods only.

FAVOR AN INDEPENDENT DEPOT.

A co-operative supply depot, in which independent tobacco dealers are to be stockholders, is the latest plan brought forward to defeat the trust. That such a supply depot for independent goods is a possibility of the future, is vouched for by several prominent members of the Retail Cigar and Tobacco Dealers' Association, in fact, the plan originated with one of the leading officers.

This officer says that such a supply depot has been operated with success in New York for some time. Tactics similar to those used by the trust in this city started the New York depot, the shareholders of which, it is stated, divided in one year $200,000 profit.

The plan is to include retailers as stockholders and the executive board may be made up of both jobbers and retailers. The plan proposes to divide the pofits each year and, as a considerable amount of tobacco would pass the company's hands, a narrow margin of profit would amount to a considerable sum for the stockholders. The proposition has been outlined to a number of retailers, it is said, and they have expressed their hope that such a movement would soon be started.

J. Harvey McHenry, one of the press committee of the Retailers' Association, and that body's new sponsor for matters to be given out for publication, said, when seen by a Tobacco World representative, that it would no doubt be the affair of the association to take hold of the matter. He thought that at the present time the Retailers' Association was not strong enough to establish and maintain such a plant, but that it would grow stronger in time and the need of making such a stand against the trust would be more felt than ever.

NEW WHOLESALE FIRM.

Herman & Brussell, wholesale jobbers of cigars and tobacco goods, is a new firm just started in business at the northeast corner of Thirteenth and Bainbridge streets. J. Herman, one of the firm, was formerly in business at 1623 Chestnut street. The concern will deal in imported and domestic cigars, cigarettes and tobacco.

THE DALTON CHANGES.

Our attention has been called to some misleading statements in our announcement last week of the changes at the Dalton stores, in which we said that F. W. Worthington, would be in charge of the Thirteenth and Chestnut streets store, and which was incorrect as Mr. Worthington is located at the Fifth and Chestnut streets store of the M. J. Dalton Company, and E. J. Wallis, who has for a number of years been Mr. Dalton's efficient manager, remains in charge of the Thirteenth and Chestnut streets store.

While no disregard whatever was meant so far as Mr. Wallis was concerned, yet it is a courtesy which we feel we owe Mr. Wallis, and we take pleasure in rectifying the inaccuracy.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

Leaf Dealers' Jottings.

Milton Herald, secretary of the Loeb-Nunez Havana Co., reports a decided improvement in the leaf trade affecting his concern. The company's employes are kept busy shipping Havana tobacco.

A. M. Lake, with leaf dealer George Burghard, has returned from a trip through this and New York States. Mr. Lake is a successful salesman and this trip enhanced his record in that direction.

K. Straus, of the leaf firm of K. Straus & Co., has returned to Atlantic City in a rather poor condition of health. His stay there may last several weeks, his doctor having decided that he needed a thorough rest. During his absence, Mr. Loeb, the other member of the firm, will look after the business of the house. Mr. Loeb will probably take no vacation this summer, he having had a trip to Europe in the spring.

Fred Bacher, with L. Bamberger & Co., has returned after a trip up the state and will shortly start on an extensive trip through western leaf markets.

M. B. Arndt, with J. Hirschberg & Bro., is spending his vacation at Atlantic City. Since his return from Ohio, Mr. Arndt has not had a return of rheumatism.

Velenchik Bros, add their name to the list of leaf dealers who saw an improvement last week over the previous week in trade.

B. F. Good, the genial and old-time leaf dealer of Lancaster and senior member of the firm of B. F. Good & Co., stopped in Philadelphia during the week, while on his way to Atlantic City. The trip, Mr. Good destines, will be for the building up of his health.

John T. Brimmer, the wellknown Lancaster leaf man, was in town during the week on a business trip.

Julius Hirschberg & Bro., leaf dealers, found trade improving during the week. In fact, their dealings were heavy considering the general state of the leaf business. One lot of old Connecticut, consisting of 500 cases was sold to a New York house. Other orders were of proportionate size, making this firm probably the busiest in town in that line this week.

The firm of B. Labe & Sons received a consignment of 85 bales of Sumatra tobacco during the week from Europe, via the steamship Noordam.

The Loeb-Swartz Tobacco Company did a pretty fair business last week, making nice sales of Havana and Sumatra leaf.

E. A. Calves & Co. is another leaf firm reporting an improvement in the business outlook last week. This firm was busy shipping orders every day, with a number of advance sales on the books.

With Manufacturers and Jobbers.

T. E. Fearon & Co. have secured new factory headquarters at 2102 North Sixth street, and will take possession early this month. The building is a three story structure, built of brick, and 20x62 feet in dimensions, and will accommodate a working force of about 100 hands. Operations will hereafter be confined entirely to the one factory, and the country plant will be done away with.

Robert Klee is putting up a special brand of cigars for the Willow Grove Park trade, under the name of Willow Grove Park Special Perfecto. It is a 5c cigar. The label is somewhat novel, inasmuch as it is wholly different from anything now on the market. It consists of a reproduction of the fountain, printed in green, and over the face of that is reproduced in black a facsimile of a typewritten letter of guarantee of the quality of the goods by the manufacturer. The goods are said to be selling well.

Julius E. Goodman, cigar manufacturer at Fifth and Poplar streets, was indicted by the Grand Jury last week on the charge of unlawfully receiving merchandise knowing the same to have been imported contrary to law. Owing to the illness of Goodman's attorney, H. C. Hawkins, the case will not come up at the June term of court, but has been postponed until the September term.

Stewart, Newburger & Co., of Fourth street above Market, announce a lively demand for their brands of cigars, including the John Hay, Cora Tanner, Rugby, and Louis Mann.

P. C. Fulweiler & Co., of Sansom street above Tenth, are shipping plentifully their regular brands of cigars, and say that business is picking up.

Frank Teller & Co., cigar manufacturers on Seventh street below Chestnut, are running a full force on full time. The demands for the well-known brands of this firm are all being filled, and the concern has nothing to complain of.

Aufderheider & Co., at Third and Walnut streets, are doing good business with their many brands of cigars. Among the good sellers are Spanish Ribbon, Peter the Great, John Hancock, Cuban Crescent, Better Than Many, Baroness, and John Morgan.

The H. Smeal factory, at Dock and Walnut streets, is doing considerable business with the After Hours, El Reforma and El Orfeo cigars, both in output and sales.

Prince Brothers, manufacturers, on Seventh street below Market, are doing a fairly good business, but they think that the Presidential year is hurting the cigar as well as other business industries. Their brands are 21, Zinque, and some unregistered perfectos and panateles.

Herbst & Sturtz, of Second street below Market, have a neat display of Palma Real and La Nolara cigars at their store.

Bayuk Brothers Cirgar Company say that their orders continue to exceed their output, and, therefore, they are willing to dispose of $50,000 worth of remaining stock so as to increase their capacity. Orders continue to come heavily from the South and West, although they have no salesmen on the road. Thus far they have paid 10 per cent dividends.

George T. Browning of the firm of George T. Browning & Co., was at Wildwood, N. J., during the week on a business trip.

Henry Koshland, of Columbia avenue near Twentieth street, has a fine window display of his principal article of manufacture, the Cliquat cigar.

Frau & Pena's fine store, on Columbia avenue near Sixteenth street, shows a fine stock of their leading cigars, the Mi Yorlio and the Mi Escudo. Other products of their factory have conspicuous places.

M. Neuber is turning out many cigars at his factory, Columbia avenue near Bouvier street, all of which are of a popular Havana quality.

M. Hernandez, the well known Cuban cigar manufacturer on Columbia avenue, is doing quite a little trade in his high grade smokers known as the Vegueros, La Navarro and Yucatan cigars.

Telegrams were received in this city during the week announcing the safe arrival in Europe of Otto Eisenlohr and family and H. G. Vetterlein, Jr. Their steamship, the Hamburg, arrived at Southampton after a quick trip, but the party continued the trip to Hamburg, Germany. Mr. Eisenlohr goes to the Alps, but Mr. Vetterlein is to do some general continental traveling.

Theodore R. Goodwin, general man-

(Continued on p. 24.)

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

Among the Retail Trade.

J. E. Tuck, accompanied by his wife and child, has gone to Atlantic City for the summer. Mr. Tuck will incorporate business with pleasure and look out for the interests of his well known "Tuck" and other cigars. He will return to the city to preside over the meetings of the Retail Dealers' Association, which it has been decided to hold all summer, owing to the agitation over independent versus trust goods.

At a recent meeting of the Travelers' Protective Association a social was a feature of the gathering. The guests were treated to Flor de Cromwell clear Havana cigars that had been furnished by the Catlin Tobacco Co., and one hundred advertising fans were also distributed, adding greatly to the comfortable enjoyment of a social evening.

The new cigar store of Yahn & McDonnell, at Fifteenth and Chestnut sts., is fast being completed and will soon be ready for occupancy. A fine mosaic stone floor has been laid and the walls and ceiling will be of the latest style of painted moldings. Handsome cases will soon be ready for the store.

The two new cigars handled last week at M. J. Dalton & Co's store Thirteenth and Chestnut streets—the El Stanelo and the Corona—fell at once into popular favor and they are advertised heavier than ever this week. The Don Marino cigar has been added to the stock.

Clayton's large wholesale and retail cigar store at Twenty-second street and Columbia avenue, shows a plentiful stock and demand for the Du Barry, Gen. Fitzhugh Lee, Capadura, Flagstaff and La Portuguese cigars.

W. M. Stambaugh, who has the old store formerly conducted by Lew Simmons at Fifteenth street and Columbia avenue, has a well stocked stand, among the brands of which are the Minstrel, La Breva and Welch's cigars.

Voight Bros., manufacturers and retailers of cigars in the Grand Opera House Building, are doing well with their several brands, among which are the Belle de Cuba, Edith Mason and Grand Opera Special.

Keeping pace with the times, Lowengrund's Fifth and Market streets store has put out a novelty in the shape of a "pocket edition" on the Union Club Cigarros, which are encased in a tiny wooden box.

W. C. Creely, of Ridge avenue, above Nineteenth street, has a fair demand for the Brandywine, Walter Creely, Tabernero and Royal Perfecto lines of cigars.

The Ramon Azogue Company, on Eighth street below Chestnut, are dealing extensively in their Cuba Junction cigar and also their Infanta cigarros.

The American Cigar Company's store, Columbia avenue and Sydenham street, shows a fine and large stock of the Palace Club, La Rosa Del Vuelta, Aurora de Cano Hueso, Full Mast, Albani and other cigars.

R. L. Hayer, whose store is at the acute angle of Ridge avenue and Master street, has attractive window displays of the David Rittenhouse, 711, Princess Tampa, Sterling and Red Ola varieties of cigars.

George Robinson, who has a cigar store on Columbia avenue, above Eighteenth street, finds a good demand for the Popper, Doddy & Co.'s Spiro and several other well known brands.

C. Hebeler, a manufacturing retailer, of Ridge avenue, near Twenty-second street, is just now putting out a great many of his brands of cigars. Among them are Sin Rival, Just and Gojabrinus.

J. S. Semon, Chestnut street above 10th, is one of the few stores of the kind in the city. There is constantly a new stock of smoker's novelties, fit to decorate the den of any devotee of nicotine.

B. Greenwald reports a good trade with the popular price cigars he sells, namely: Silver Star, Ortruda and Buffalo Grand. Fireworks are just now a feature of Mr. Greenwald's shop.

Stephana Bros., Walnut above Ninth street, are doing an increaing business with their Egyptian and Turkish cigarettes and say they cannot complain about the state of trade.

C. K. Sterner, who manufactures all grades of cigars, is featuring some of the better grade of long fillers. Among them are Old Judge, Invincible and Diplomatic Universal.

J. B. Harvey, whose cigar factory is on Columbia avenue below Twentieth street, has quite a call for his Roosevelt Crackajacks, Canary Birds and Primero high grade cigars.

M. J. Dalton, of the Dalton Cigar Co., of this city, and W. R. Taylor, of the Cuban American Co., were at Indianapolis, to attend the funeral of the late Thos. A. Dean.

H. Brautigan, of Twenty-fifth and Thompson streets, is one of the progressive up-town dealers, handling Cinco, Vesper, Tahoma, Saborosa and Oxus cigars.

A. Greenfield & Co., wholesalers at Ridge avenue and Oxford street, are handling among other brands the El Yonque, Resagos and La Supplicant cigars.

W. A. Myers has made a success of the old time cigar store at Twenty-fifth and Seybert streets. He handles Gumpert's Maneto and Krull's Critic.

The B. P. Beck Special is reputed to be without a peer at Beck's cigar store, on Sixteenth street, below Market.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

Leaf Dealers' Jottings.

Milton Herald, secretary of the Loeb-Nunez Havana Co., reports a decided improvement in the leaf trade affecting his concern. The company's employes are kept busy shipping Havana tobacco.

A. M. Lake, with leaf dealer George Burghard, has returned from a trip through this and New York States. Mr. Lake is a successful salesman and this trip enhanced his record in that direction.

K. Straus, of the leaf firm of K. Straus & Co., has returned to Atlantic City in a rather poor condition of health. His stay there may last several weeks, his doctor having decided that he needed a thorough rest. During his absence, Mr. Loeb, the other member of the firm, will look after the business of the house. Mr. Loeb will probably take no vacation this summer, he having had a trip to Europe in the spring.

Fred Bacher, with I. Bamberger & Co., has returned after a trip up the state and will shortly start on an extensive trip through western leaf markets.

M. B. Arndt, with J. Hirschberg & Bro., is spending his vacation at Atlantic City. Since his return from Ohio, Mr. Arndt has not had a return of rheumatism.

Velenchik Bros, add their name to the list of leaf dealers who saw an improvement last week over the previous week in trade.

B. F. Good, the genial and old-time leaf dealer of Lancaster and senior member of the firm of B. F. Good & Co., stopped in Philadelphia during the week, while on his way to Atlantic City. The trip, Mr. Good destines, will be for the building up of his health.

John T. Brimmer, the wellknown Lancaster leaf man, was in town during the week on a business trip.

Julius Hirschberg & Bro., leaf dealers, found trade improving during the week. In fact, their dealings were heavy considering the general state of the leaf business. One lot of old Connecticut, consisting of 500 cases was sold to a New York house. Other orders were of proportionate size, making this firm probably the busiest in town in that line this week.

The firm of B. Labe & Sons received a consignment of 85 bales of Sumatra tobacco during the week from Europe, via the steamship Noordam.

The Loeb-Swartz Tobacco Company did a pretty fair business last week, making nice sales of Havana and Sumatra leaf.

E. A. Calves & Co. is another leaf firm reporting an improvement in the business outlook last week. This firm was busy shipping orders every day, with a number of advance sales on the books.

With Manufacturers and Jobbers.

T. E. Fearon & Co. have secured new factory headquarters at 2102 North Sixth street, and will take possession early this month. The building is a three story structure, built of brick, and 20x62 feet in dimensions, and will accommodate a working force of about 100 hands. Operations will hereafter be confined entirely to the one factory, and the country plant will be done away with.

Robert Klee is putting up a special brand of cigars for the Willow Grove Park trade, under the name of Willow Grove Park Special Perfecto. It is a 5c cigar. The label is somewhat novel, inasmuch as it is wholly different from anything now on the market. It consists of a reproduction of the fountain, printed in green, and over the face of that is reproduced in black a facsimile of a typewritten letter of guarantee of the quality of the goods by the manufacturer. The goods are said to be selling well.

Julius E. Goodman, cigar manufacturer at Fifth and Poplar streets, was indicted by the Grand Jury last week on the charge of unlawfully receiving merchandise knowing the same to have been imported contrary to law. Owing to the illness of Goodman's attorney, H. C. Hawkins, the case will not come up at the June term of court, but has been postponed until the September term.

Stewart, Newburger & Co., of Fourth street above Market, announce a lively demand for their brands of cigars, including the John Hay, Cora Tanner, Rugby, and Louis Mann.

P. C. Fulweiler & Co., of Sansom street above Tenth, are shipping plentifully their regular brands of cigars, and say that business is picking up.

Frank Teller & Co., cigar manufacturers on Seventh street below Chestnut, are running a full force on full time. The demands for the well-known brands of this firm are all being filled, and the concern has nothing to complain of.

Aufderheider & Co., at Third and Walnut streets, are doing good business with their many brands of cigars. Among the good sellers are Spanish Ribbon, Peter the Great, John Hancock, Cuban Crescent, Better Than Many, Baroness, and John Morgan.

The H. Smeal factory, at Dock and Walnut streets, is doing considerable business with the After Hours, El Reforma and El Orfeo cigars, both in output and sales.

Prince Brothers, manufacturers, on Seventh street below Market, are doing a fairly good business, but they think that the Presidential year is hurting the cigar as well as other business industries. Their brands are 21, Zinque, and some unregistered perfectos and panateles.

Herbst & Sturtz, of Second street below Market, have a neat display of Palma Real and La Nolara cigars at their store.

Bayuk Brothers Cirgar Company say that their orders continue to exceed their output, and, therefore, they are willing to dispose of $50,000 worth of remaining stock so as to increase their capacity. Orders continue to come heavily from the South and West, although they have no salesmen on the road. Thus far they have paid 10 per cent dividends.

George T. Browning of the firm of George T. Browning & Co., was at Wildwood, N. J., during the week on a business trip.

Henry Koshland, of Columbia avenue near Twentieth street, has a fine window display of his principal article of manufacture, the Cliquat cigar.

Frau & Pena's fine store, on Columbia avenue near Sixteenth street, shows a fine stock of their leading cigars, the Mi Yorlio and the Mi Escudo. Other products of their factory have conspicuous places.

M. Neuber is turning out many cigars at his factory, Columbia avenue near Bouvier street, all of which are of a popular Havana quality.

M. Hernandez, the well known Cuban cigar manufacturer on Columbia avenue, is doing quite a little trade in his high grade smokers known as the Vegueros, La Navarro and Yucatan cigars.

Telegrams were received in this city during the week announcing the safe arrival in Europe of Otto Eisenlohr and family and H. G. Vetterlein, Jr. Their steamship, the Hamburg, arrived at Southampton after a quick trip, but the party continued the trip to Hamburg, Germany. Mr. Eisenlohr goes to the Alps, but Mr. Vetterlein is to do some general continental traveling.

Theodore R. Goodwin, general man-

(Continued on p. 24.)

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

Among the Retail Trade.

J. E. Tuck, accompanied by his wife and child, has gone to Atlantic City for the summer. Mr. Tuck will incorporate business with pleasure and look out for the interests of his well known "Tuck" and other cigars. He will return to the city to preside over the meetings of the Retail Dealers' Association, which it has been decided to hold all summer, owing to the agitation over independent versus trust goods.

At a recent meeting of the Travelers' Protective Association a social was a feature of the gathering. The guests were treated to Flor de Cromwell clear Havana cigars that had been furnished by the Catlin Tobacco Co., and one hundred advertising fans were also distributed, adding greatly to the comfortable enjoyment of a social evening.

The new cigar store of Yahn & McDonnell, at Fifteenth and Chestnut sts., is fast being completed and will soon be ready for occupancy. A fine mosaic stone floor has been laid and the walls and ceiling will be of the latest style of painted moldings. Handsome cases will soon be ready for the store.

The two new cigars handled last week at M. J. Dalton & Co's store Thirteenth and Chestnut streets—the El Stanelo and the Corona—fell at once into popular favor and they are advertised heavier than ever this week. The Don Marino cigar has been added to the stock.

Clayton's large wholesale and retail cigar store at Twenty-second street and Columbia avenue, shows a plentiful stock and demand for the Du Barry, Gen. Fitzhugh Lee, Capadura, Flagstaff and La Portuguese cigars.

W. M. Stambaugh, who has the old store formerly conducted by Lew Simmons at Fifteenth street and Columbia avenue, has a well stocked stand, among the brands of which are the Minstrel, La Breva and Welch's cigars.

Voight Bros., manufacturers and retailers of cigars in the Grand Opera House Building, are doing well with their several brands, among which are the Belle de Cuba, Edith Mason and Grand Opera Special.

Keeping pace with the times, Lowengrund's Fifth and Market streets store has put out a novelty in the shape of a "pocket edition" on the Union Club Cigarros, which are encased in a tiny wooden box.

W. C. Creely, of Ridge avenue, above Nineteenth street, has a fair demand for the Brandywine, Walter Creely, Tabernero and Royal Perfecto lines of cigars.

The Ramon Azogue Company, on Eighth street below Chestnut, are dealing extensively in their Cuba Junction cigar and also their Infanta cigarros.

The American Cigar Company's store, Columbia avenue and Sydenham street, shows a fine and large stock of the Palace Club, La Rosa Del Vuelta, Aurora de Cano Hueso, Full Mast, Albani and other cigars.

R. L. Hayer, whose store is at the acute angle of Ridge avenue and Master street, has attractive window displays of the David Rittenhouse, 711, Princess Tampa, Sterling and Red Ola varieties of cigars.

George Robinson, who has a cigar store on Columbia avenue, above Eighteenth street, finds a good demand for the Popper, Doddy & Co.'s Spiro and several other well known brands.

C. Hebeler, a manufacturing retailer, of Ridge avenue, near Twenty-second street, is just now putting out a great many of his brands of cigars. Among them are Sin Rival, Just and Gojabrinus.

J. S. Semon, Chestnut street above 10th, is one of the few stores of the kind in the city. There is constantly a new stock of smoker's novelties, fit to decorate the den of any devotee of nicotine.

B. Greenwald reports a good trade with the popular price cigars he sells, namely: Silver Star, Ortruda and Buffalo Grand. Fireworks are just now a feature of Mr. Greenwald's shop.

Stephana Bros., Walnut above Ninth street, are doing an increaing business with their Egyptian and Turkish cigarettes and say they cannot complain about the state of trade.

C. K. Sterner, who manufactures all grades of cigars, is featuring some of the better grade of long fillers. Among them are Old Judge, Invincible and Diplomatic Universal.

J. B. Harvey, whose cigar factory is on Columbia avenue below Twentieth street, has quite a call for his Roosevelt Crackajacks, Canary Birds and Primero high grade cigars.

M. J. Dalton, of the Dalton Cigar Co., of this city, and W. R. Taylor, of the Cuban American Co., were at Indianapolis, to attend the funeral of the late Thos. A. Dean.

H. Brautigan, of Twenty-fifth and Thompson streets, is one of the progressive up-town dealers, handling Cinco, Vesper, Tahoma, Saborosa and Oxus cigars.

A. Greenfield & Co., wholesalers at Ridge avenue and Oxford street, are handling among other brands the El Yonque, Resagos and La Supplicant cigars.

W. A. Myers has made a success of the old time cigar store at Twenty-fifth and Seybert streets. He handles Gumpert's Maneto and Krull's Critic.

The B. P. Beck Special is reputed to be without a peer at Beck's cigar store, on Sixteenth street, below Market.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — Marietta, Pa. — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders. { JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

IRREGULAR PAGINATION

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Walter H. Lazar, of Chestnut street above Ninth, is making a specialty this week of Foremost and Rosa Carolina cigars, and they are meeting with a favorable reception.

The E. Bradford Clarke Company, grocers, of Fifteenth and Chestnut streets, is handling La Antares, Garantiza, Banister, Perla de Cuba and La Eminencia cigars.

Clabby's Market street hotel, with one of the finest cigar stands in the city, is making a feature of the Cuban Ribbon, La Hortensia, Taconia and La Hoja cigars.

Charles Seider, the cigar manufacturer at Thirtieth street and Girard avenue, is turning out a considerable number of his Morning Tap cigars.

C. S. Daugherty, on Market below Sixteenth street, has for leaders the Model American, Tandem Pets, Indelible and King Buck cigars.

A. B. Armbruster's cigar store, on Columbia avenue near Sixteenth street, is making a specialty of the Gem and Escort cigars.

Parham & Duff, on North Eleventh street, are having a good demand for the Senator Penrose and Commercial Exchange cigars.

Salomon Bros., on South Fourth street, report considerable business with the Panama Treaty, Flor de Minton and Valetudo cigars.

The United Cigar Store at Eighth and Chestnut streets, announces Santa Bana and Continental cigars as vacation specials.

A. Ulrich is making a special boom of his Radnor cigar, which has proved to be the favorite among the many brands he handles.

Stanislaus Knechtel, of Girard avenue, above Twenty-eighth street, is handling an assortment of the leading brands of cigars.

The Columbia cigar, is being put forth as a feature by A. C. Rishels, a retailer on Columbia avenue, near Twenty-first street.

Dietrick & Co., of South Broad street, are handling a choice line of Floradelphia, Stratford-Bellevue, Jose Vila, and Malena cigars.

E. Dickerson, of Sixteenth street below Market, is making a special showing of the Napoleon, Ursa and Prince of India cigars.

Charles Burke, whose store is at Ninth and Cherry streets, has a new stock of Golden Seal and Royal Perfecto cigars.

C. C. Heisler reports a good business among the country store trade. He says his city business, however, is not so satisfactory.

Beker & Co., Seventh street, near Jayne, are having satisfactory sales on Royal Lancer, La Supernetus and Atrevida brands.

T. H. Hart & Co., of Seventh and Jayne streets, report a good business all around among the brands they are handling.

A new line of Virginia Key West cigars is being handled by Coates Coleman, of Fifteenth street and South Penn Square.

D. L. Leahy, at Eighth and Sansom streets, has big window displays of Cremo, Cornelius and La Floria cigars.

M. J. Dalton & Co's store at Thirteenth and Arch streets, is making a special display of the Confido cigar.

B. F. Batten, on North Ninth street, is experiencing quite a demand for his Royal Perfecto and Marcolo cigars.

Moore's specialties at Front and Markets streets this week were the Outing Perfectos and Ben Franklin cigars.

E. L. Simon & Co., of North Sixth street, are having a steady demand for the Elsimo, 28, and Kismet cigars.

A. H. Lauer, of Eighth and Walnut streets, announced pretty good sales of John Tyler and Club House cigars.

The Arcade Bowling Alley, on Arch street, above Eighth makes a specialty of Frank Teller's Royal Blue cigars.

Lowengrund's fine store on South Penn Square has a big window display of the Norma Martinez brand.

Haug's smokery, on North Ninth street, is specializing the La Intrinsico and Once A Week cigars.

Hancock & Adams, in the Press Building, have a conspicuous window display of La Bouquet cigars.

S. Shepherd & Son are making "1520" cigars, the number of their store on Market street.

Forman, of Tenth and Race streets, says his best seller is his own Porto Rico U. S. cigar.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
LEAF TOBACCOS
Light Conn. Wrappers and Seconds
SHADE-GROWN and IMPORTED
SUMATRA and HAVANA
Nos. 327 and 329 North Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

AMERICAN EMPIRE

10 CENT

Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No. 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

5 CENT

WILLIAM J. NOLL
MANUFACTURER OF — Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

OUR READING LETTER.

(Concluded from page 11.)

the First District has made a remarkably good showing, which had an encouraging effect upon the manufacturers. There are not so many new factories being opened, but that does not necessarily indicate any rentrenching.

The Stewart, Newburger & Co. factory has been exceptionally busy, and trade with E. E. Kahler is very regular and steady, although he says it is not specially rushing at present. Mr. Kahler recently returned from an outing in North New Jersey, where he spent several days very pleasantly with a party of friends on a fishing tour.

C. M. Yetter, manufacturer near here, will leave on Sunday for the west, via Buffalo, Niagara Falls, Detroit and Chicago, and returning he will take in St. Louis, and of course will visit the fair, and on the way home will probably stop a short time in Cincinnati. Mr. Yetter already has his goods very nicely placed with the jobbing trade in the larger Western cities, and will make it a point to see most of his people during the present trip. He will combine business with pleasure. Mr. Yetter, upon this occasion, will be accompanied by his wife, who will also be shown the sights of St. Louis.

Mr. Nagle, of Blachman & Nagle, has just returned to this city after spending the Fourth with friends in Philadelphia.

The box factories here report a fair trade, which is also an indication of good business with our local manufacturers.

The new factory of the Garman Cigar Co., at Denver, is now practically completed and will soon be ready for occupancy.

Improvement Noted in York

Orders for Cigars Increasing in Number —New Factories Licensed in June.

York, Pa., July 5, 1904.

There seems to be somewhat of an improvement in the cigar trade of this section. Generally there has been a notable increase in the number of orders received as well as in their size and manufacturers are preparing for an early and increased activity. They are not discouraged by the fact that the revenue receipts for the month of June were considerably lower than those of June, 1903.

Several new factories were licensed during the past month, including the following:—Simon J. Fake, Red Lion; John T. Thompson, 426 Walnut street; Tillie Wintermyer, 630 Vander avenue; Danl. W. Hubley, Thomasville; W. H. Wallick, 26 North Broad street; Alice R. Bare, 439 East Walnut street; John H. Ferree, R. F. D. No. 2, York, and John H. Horn, Red Lion.

The Glatfelder Snyder Tobacco Co., of Yoe, is now marketing its new product of manufactured tobacco, and has already found considerable sale for it. The goods appear to be highly satisfactory, and an extensive business will doubtless be built up on them by the company.

Manufacturers in this section who have made quite a little effort at St. Louis in displaying their goods and have a special representative there, are somewhat discouraged at not realizing a larger volume of business thus far from their enterprise, but they are still hopeful of securing good results.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia. 6-22-tf

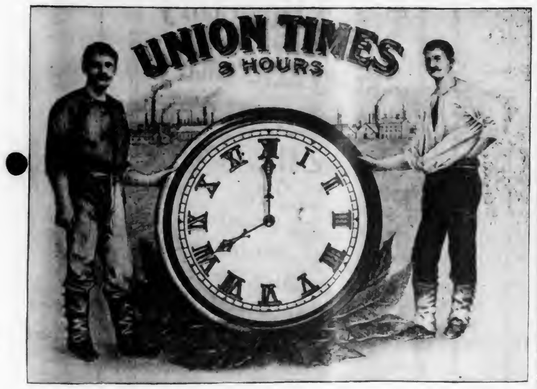
LEAF TOBACCO SALESMAN—experienced, and well acquainted in Philadelphia, Pennsylvania and Maryland, is open to engagement with house carrying a general line. Address SALESMAN, Box 135, care of The Tobacco World. 7-6

WANTED—Cigar Manufacturer to furnish stock for mold work; first-class workmanship; shaper or dry work. 7-6 JOHN S. WEAVER, Vista, Pa.

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.

E. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN L. SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

(Continued from page 14.)

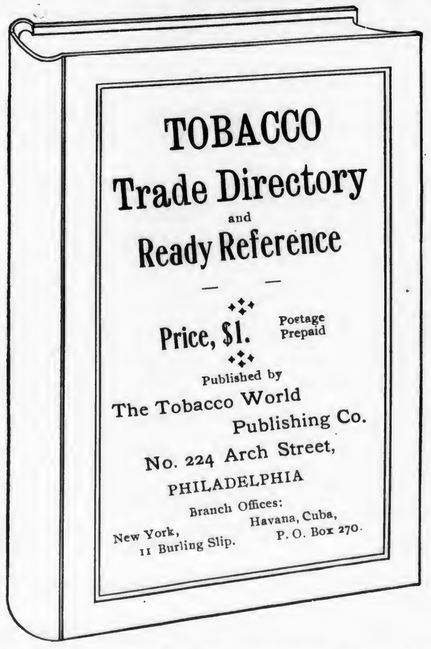
ager of the Vicente Portuondo Cigar Company, has taken a trip to the New England States, in company with Wm. Levine, one of his salesmen.

M. Lifsheltaz, Tenth and Arch streets, has a special window display of Oxford Hash cigars and Havana "snits."

Dempsey & Koch, of Second and Race streets, are in want of additional cigarmakers. They still have as their leaders the Consuma and Del Puente cigars.

The Aslan-Rose Company, manufacturers of Turkish, Russian and Egyptian cigarettes, have had a number of improvements made to their factory, Twenty-fourth and Market streets near the bridge. Interior repairs were made and the outside received a renewal of its gorgeous Oriental coloring. In addition an immense sign, covering the entire building on the Schuylkill river side, was painted. It is one of the largest signs of the kind in this city and can be seen a great distance. This concern is doing well with its Imperial Russian, Egyptian Armor and other cigarettes.

George Valentine, of the firm of A. S. Valentine & Son, will attend the convention of the Knights of the Mystic Shrine to be held at Atlantic City during next week. Mr. Valentine belongs to Lulu Temple and is well posted on things Masonic. R. F. Peyton & Sons, Valentine's Western representative, with headquarters at Chicago, is at present flooding the Philadelphia cigar manufacturing firm with orders, taxing its capacity of 600 hands all told.

Don't You Need It?


Better send in your Dollar, or you may get left.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the		person	estimating nearest,	25,000——in cash———	$25,000
To the next	1	person	estimating nearest,	10,000——in cash———	10,000
To the next	1	person	estimating nearest,	5,000——in cash———	5,000
To the next	2	persons	estimating nearest,	2,500 each, in cash———	5,000
To the next	10	persons	estimating nearest,	1,000 each, in cash———	10,000
To the next	20	persons	estimating nearest,	500 each, in cash———	10,000
To the next	20	persons	estimating nearest,	250 each, in cash———	5,000
To the next	100	persons	estimating nearest,	100 each, in cash———	10,000
To the next	200	persons	estimating nearest,	50 each, in cash———	10,000
To the next	500	persons	estimating nearest,	25 each, in cash———	12,500
To the next	1,000	persons	estimating nearest,	10 each, in cash———	10,000
To the next	4,000	persons	estimating nearest,	5 each, in cash———	20,000
To the next	5,000	persons	estimating nearest,	2.50 each, in cash———	12,500
	10,855	Awards, aggregating			$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

William McKinley	(Republican)	7,207,923
William J Bryan	(Democrat-Populist)	6,358,133
John G. Woolley	(Prohibition)	208,914
Eugene V. Debs	(Social Democrat)	87,814
Wharton Barker	(Middle of Road or Anti-Fusion People's Party)	50,373
Joseph F. Malloney	(Soc. L.)	39,739
J. F. R. Leonard	(United Christian Party)	1,059
Seth H. Ellis	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,
Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

THE 1904 TOBACCO ACREAGE.

From information gathered by the New England Homestead, it appears that the acreage devoted to cigar leaf tobacco in the United States this year shows a general reduction compared with last season. In some States this is not pronounced, a few sections even showing increases. In other districts, however, the curtailment is unusually heavy. Advices from growers in the foremost tobacco counties of New York State show a reduction that will average 30 to 40 per cent. The government estimates the curtailment in New York to be 25 per cent, but according to the correspondents of the Homestead this estimate is hardly large enough. In some parts of Steuben county it is said the acreage is not ten per cent of what it was four years ago. Next to New York, Wisconsin shows the heaviest reduction in acreage of all the cigar leaf tobacco producing States.

Leaf Tobacco Markets.

EDGERTON, WIS.

Some buying from country hands is still being done, but the movement shows a decline from former weeks. The buyers of the American Cigar Company are however quite active and are sweeping up some localities clean. The impression of the best posted dealers is that the crop is about as nearly picked up as the 1902 was at this date a year ago. Old leaf in growers' hands is being quietly gathered in, but in all this trading prices do not afford much profit to the growers.

Sales coming to notice are:

A. E. Anderson, 40cs at 7c.
A. Larson, 37cs at 8 and 3c.
C. A. Erickson, 40cs at 8½c
C. H. Lein, 50cs 6½ and 2c.
T. B. Tweeten, 46cs at 8 and 2c.
J. J. Wolf, 40cs at 5½ and 2c.
T. E. Haner, 30cs at 8½ and 2c.
M. O'Connell, 21cs at 6½ and 1c.
A. Johnson, 20cs at 6 and 2c.
Wm. McCarthy, 16cs '02 at 8½c.
S. S. Olman, 17cs '02 at 6½c.
S. Hougan, 97cs '01 at 9¾, 4 & 2½c.
D. McCarthy,, 33cs '01 at 8, 5 and 3c.
Chas. Boyle, 26cs '01 at 7¾ and 3c.

Only a moderate business in old leaf is reported by packers.

The present week will see the transplanting of the new crop nearly completed and growers were never given more favorable conditions for this work. The early set fields are well started and prospects very satisfactory.

Shipments, 300 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Good active demand for all grades, but prices on Leaf running from Low to Medium grades are very low, while Lugs and Fine and Good Leaf are at fair values comparatively.

Lugs—Low, 3 to 3¼c, Common, 3¼ to 3¾c; Medium, 3¾ to 4¼c; Good, 4¼ to 4¾c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 6½ to 6¾c; Good, 6¾ to 8½c.

Loose floors sales quite liberal in quantity—Lugs 2½ to 4c; Leaf 3½ to 7½c.

Planting is all done and the crop estimate is 60 per cent of average. Quality of offerings largely colory, well suited for manufacturing plug, twist and smoking and fine cut. Good Virginia substitutes.

MONTHLY REPORT—JUNE.

	1904	1903
Receipts for month,	2,745	1,120
" year,	6,420	9,480
Sales for month,	2,668	1,187
" year,	9,391	6,282
Shipments for month,	2,314	2,555
" year,	4,436	5,174
Stocks on sale,	3,297	3,988
" sold,	788	890
Stocks on hand,	4,175	4,834

Offerings for the week, publicly, 206; Rejections, 48; Sales for the week, 650.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in June were	3,376	hhds.
Sales " " "	2,514	"
Shipments in" "	6,514	"
Total stocks July 1,"	5,339	"

Buyers' stocks, 1,347 hhds; Sellers' stocks, 3,992 hhds.

Our receipts this week were 740 hhds.; sales 657 hhds.

The breaks now show full assortment of grades except choice selections.

The market was active with good general demand; spinning sorts were strong at last week's advance, low lugs were easier, the rest of the market quiet at unchanged prices.

We have had showery weather for ten days, unfortunately with several severe damaging storms, with some hail. The planting is now over with generally a good stand, but two or three weeks later than the average time. The first plantings are growing off well.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.50	to	5.00
Common Leaf	5.25	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.00
Fine Leaf	10.00	to	12.00

CAPACITY, 100,000 to 125,000 PER DAY.

High Grade. GEORGE A. KOHLER & CO. Hand Made.
Manufacturers of THE LEADING FIVE and TEN CENT CIGARS.
Superior Quality and Workmanship. Our Goods are Unexcelled for the Money.

FACTORIES: YORK and YOE, Penna.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: { York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana Cigars
Joe F. Willard is Our Popular Leader.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address "CLARK."
Clarksville, Tenn

T. L. ADAIR, Established 1895
WHOLESALE MANUFACTURER OF
Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience
we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

CONNECTICUT VALLEY.

Another week has rolled around in the tobacco world, and it has been a period of hustle, trying to get the crop of tobacco in good growing condition. Tobacco, like most other special crops, needs a great deal of coaxing when the plants are small, else the grower may expect a light crop. As an old resident of this town told me: "The man who sits on the fence in the spring will have plenty of time to sit on the fence in the fall." So let the motto be with every one who is growing a crop of tobacco: "Cultivate and hoe." Cultivate and hoe early and late, and don't let the crop go by default, but stick to it and see that the work is driven with all your might, and the same should be true of all your field crops. Hoe and stock over, not allowing a vacancy to mar the beauty of your fields.

I hear of some trouble from cut-worms, but invariably it occurs on land that is being planted the first time to tobacco, and which had been used for corn or potatoes last year and not plowed after removing the crop. The old theory was that plowing in the early fall tended to turn the old worms and larvae upon the surface, and the cold of the winter froze them. The present theory is that the weeds are turned under, and, being green and tender, they are quickly decayed, thus furnishing no food to develop the miller that deposits its eggs for a new crop of cut-worms in the spring. But whichever theory is advocated, they are both good ones for the grower, since the fall and spring plowing we know helps to pulverize the soil, thus putting it in better form to grow the new crop, and, if for no other reason than to increase the ease of producing a crop, it should be done every time.

We have heard of one field of tobacco where the cutworms were so thick that there would be twenty plants on a row that would be eaten out clean. After stocking over once and having it eaten out again, they dusted the plants with paris green and that cleaned the worms out. It cannot be of any harm to the plants, as the first leaves do not grow large, but drop off early. The instrument used is a piece of eave spout. Fasten a piece of wire cloth over one end, hold it over the plant and either shake or strike the pipe lightly. Mix the green with plaster or gypsum, as for potatoes.

The market, according to the trade papers, is so bare that the condition is very noticeable. All this is about as predicted months ago. I believe I told you that you would see the barest market that had been seen for a number of years, The reason I gave was the ever expanding cigar trade. So remember it takes great quantities of tobacco to wrap so many cigars, and as long as so much Sumatra is used, you may have no fears: for every pound of good or fair domestic leaf is sure to be wanted at fairly remunerative prices for some years to come.

Our correspondents write:

Conway, Mass.: "The tobacco is growing finely, although some pieces would be benefited by a little rain. We did not get any rain last week, as some of our neighbors in adjoining towns did by appearances."

East Whately, Mass.: "George Dickinson & Son sold 30 cases dark wrappers and tops at 11 cents. George Pease sold from 30 to 40 cases at private terms."

North Hatfield, Mass.: "Tobacco is looking fine where it has been set long enough to get started and has been hoed, but we need some rain for the general run of the crop."—American Cultivator.

PATENTS RELATING to TOBACCO, Etc

763,744 Plug tobacco press; Gustave W. Forsberg, Washington, D. C.

763,670 Match; Bartholomew Jacob, Port Washington, N. Y.

763,504 Tobacco pipe; Charles W. McKinney, East Butte, Montana.

763,567 Match box; Calvit F. Pevoto, Netherland, Texas.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
VERTICAL TOP
SOLID OR DRABBLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—Established 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

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W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory

Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Business Changes, Fires, Etc.

Indiana

Auburn—O. O. Bachtel, cigars, etc., sold out.

Elwood—P. M. Finch, cigars, etc., real estate mortgage, $100.

Indianapolis—B. Kaufman's Sons, retail cigars, sold out.

Iowa

Storm Lake—F. Mills & Co., cigar manufacturers, sold out.

Kansas

Kansas City—J. B. Swinney, cigars, petition in bankruptcy.

Maryland

Baltimore—Vincent Hagemann, cigar manufacturer, dead.

Massachusetts

Boston—K. Luckansky, cigars and tobacco, chattel mtge., $400, discharged.

Chelsea—Wm. Smith, cigars, chattel mortgage, $600.

Michigan

Jackson—J. F. Brooks, cigars, sold out.

Minnesota

Brainerd—A. Lawrence, cigars, etc., bill of sale, $2,500.

Missouri

St. Louis—Samuel Werner, wholesale leaf tobacco, succeeded by the St. Louis Leaf Tobacco Co.

Nebraska

Raymond—J. Z. Emig, cigars and tobacco, discontinued.

Ohio

Dayton—Louis Becker & Son, cigar manufacturers sold out.

Toledo—Wm. Jomberger, cigars, tobacco, etc., renewed chattel mortgage, $1,000.——Edward Lemberger, cigar manufacturer, deed, $1,800.

Oregon

Salem—M. F. Hill, of Hill Bros., cigars and tobacco, dead.

Pennsylvania

Reynoldsville—J. C. Scott, cigars, etc., succeeded by Scott & Deible.

Scranton—Rialto Cigar Co., (not inc.) cigars, etc., succeeded by F. G. Wakelee.

Rhode Island

Providence—Arthur R. Magee, wholesale and retail cigars and tobacco, petition in bankruptcy.

Tennessee

Memphis—A. Pontius, cigar manufacturer, sold real estate, $350.

Texas

Dallas—Manilla Cigar Co., wholesale, sold to H. F. Mercer, who continues under style of Independent Cigar Co.

Wisconsin

Fennimore—Wm. Kerr, cigars, succeeded by Mullooney & Cull.

Milwaukee—Goelz Bros., cigar manufacturers, will discontinue.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Manhattan Briar Pipe Co

Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ

Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street
NEW YORK

Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

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774 F Street, N. W., WASHINGTON, D. C.

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MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT, KING DUKE CUT PLUG, KING DUKE GRANULATED, SHIRK'S BEST TWIST, REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

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CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS — ENGRAVING — EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

GLYCOSINE

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.

Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

FRIES BROS.

Manufacturing Chemists,

92 Reade Street, NEW YORK.

GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

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le Droit Building, WASHINGTON. D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT, Manufacturers, 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED. WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

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IMPORTERS OF

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

CIGARS

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of
. . CIGARS . .
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of
High Grade CIGARS
All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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ESTABLISHED IN 1881
Vol. XXIV., No. 28.

PHILADELPHIA, JULY 13, 1904.

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Single Copies, Five Cents.

WE WANT to call YOUR ATTENTION
TO OUR

Florida Sumatra,

THE MONEY-MAKER FOR THE MANUFACTURER.

We have the largest and most complete line in Philadelphia. Have nine sample bales open for inspection. **$1.25 to $2.50 per pound.**

Special Prices on Bale Lots.

Imported Sumatra

We Stand at the Top of the Heap in the Retail Sumatra business. This fact alone proves that **We have THE BEST GOODS for the Money;**

otherwise we could not hold the business.

1901 ZIMMER SPANISH

If you use ZIMMER, why not get the Best?

It is the Cheapest in the end.

We can please you, no matter how particular you are.

HIPPLE BROS. *Importers of HAVANA and SUMATRA and Packers of SEED LEAF* **TOBACCO**

231 Arch St., Philadelphia.

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BRO. SABOROSO PHILADELPHIA CIGARS PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E. E. KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

Clean as the food You Eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
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Reserved.

ALLEN'S NAPOLEON 5¢ CIGAR
CHANNING ALLEN & CO.
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA.
Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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TOBACCO ASSOCIATION OF THE U. S.

Report of the Last Session.

Chamberlin Hotel,
Old Point Comfort, Va., July 6, 1904.

THE fourth annual convention of the Tobacco Association came to an end shortly after noon today, when the report of the committee appointed to suggest the names of the new board of goveruors of the association was adopted and the members were declared elected. It is a representative body and is composed of the following gentlemen: George Wingo, Richmond, Va.; N. C. Shouse, Louisville, Ky.; W. D. Collins, Cincinnati, Ohio; General Stith Bolling, Petersburg, Va.; E. B. Carter, Danville, Va.; B. P. Eggleston, Drake's Branch; W. T. Clarke, Wilson, N. C.; J. E. Clarke, Bedford City, Va.; C. D. Larus, Richmond, Va.; J. C. Hagan, Richmond, Va.; T. D. Luckett, Clarksville, Tenn.

The retroactive tariff of six cents per pound on stripped tobacco, proposed by the English Chancellor of the Exchequer, overshadowed the sessions of the entire convention, and caused more discussion than any other subject brought to the attention of the tobacco men gathered together at this place. The committee appointed to consider the matter today reported a series of strong resolutions protesting against the tariff as unjust and calling upon the English government, in the name of fair play to refrain from enforcing the proposed imposition of increased tariff. A committee will present the resolutions to Secretary of State Hay, who has interested himself in the matter and who has promised the stripped tobacco men to do everything in his power to assist them in convincing the English government that the proposed law would mean practically the confiscation of the stripped tobacco now in bond in the English market. From Washington the resolutions will be forwarded through Ambassador Choate to the English Chancellor of the Exchequer.

A resolution was passed tendering the thanks of the association to Representative John Lamb, of the Richmond (Va.) district, for his work in connection with the fight against the discriminating tariff.

The association also passed resolutions of thanks to the Chesapeake & Ohio Railway Co., the Southern Railway Co. and the Norfolk & Western Railway Co. for the enjoyable excursion to the Virginia Capes last night.

The question of the place of meeting for the fifth annual convention was left to the discretion of the board of governors; but President Carrington says the body probably will meet at Old Point Comfort again. He said the members of the association were delighted with the hospitable treatment accorded them by Manager Geo. W. Adams, of the Chamberlin Hotel, and, in order to show their appreciation, he thought the board of governors would decide upon the Chamberlin for the next annual session.

Most of the delegates to the convention left during the afternoon and tonight.

CONVENTION NOTES.

The address of Mr. Thomas C. Holloway, of the statistical bureau of the Department of Agriculture, was favorably commented upon by the members of the association. His remarks regarding the tobacco production of the various sections were illustrated by an elaborately colored chart, based upon the statistics gathered by the department. A resolution was passed calling upon the members of the association to cooperate with the statistical bureau in the matter of gathering accurate and full statistics.

Messrs. J. C. Hagan, Richmond; T. S. Williamson, Danville; W. H. Cummings, New York; W. T. Clarke, Wilson, S. C., and C. E. Webb, North Carolina, were appointed a committee to increase interest in the work of the association and to solicit new members. In view of the fact that the membership fee has been decreased it is thought that there will be an increase in the number of members if the proper effort is made.

The proposition to place before the various mercantile bodies of the country the prosperous condition of the tobacco trade, in the hope of inducing capital to embark in the trade, meets with general approval. The leaf tobacco men, especially, view with misgiving the centralization of the great manufacturing interests and the gradual decrease in the number of factories in operation. They contend that the expansion and continued prosperity of their part of the trade demands expansion and an increase in the number of tobacco manufactories. They are of the opinion that there is an excellent opportunity for the employment of idle capital in the tobacco manufacturing trade.

Both days of the convention were exceptionally hot, the thermometer loitering about the ninety degree mark, but the pavilion in which the sessions were held is almost surrounded by water and cooling breezes swept through the open windows, keeping the delegates cool and pleasant.

A CONTEMPORARY recently published an article which was promptly taken up by a Western tobacco paper, to the effect that the agents of the Continental Tobacco Co. had secured control of the jobbing trade in Philadelphia by carrying out an agreement to buy out the stocks of independent goods held by sub-jobbers at their market value. This further proof of its power the article stated, had caused a nervous flutter among the retail dealers of this city. The publication is as false as it is ridiculous. It is not only without foundation in fact, but would be impossible under the present laws and decisions rendered time and again against monopolistic methods.

Such methods to "corner" the manufactured tobacco trade in this city as those mentioned by the aforesaid tobacco journals would be plainly unlawful, and prominent jobbers of this city are sincere in the opinion that no such result will ever be accomplished here.

Rumors, however, have been common about tobacco circles of Philadelphia, as to what these agents intended to do, and in regard to the fight the independent operators were putting up. But they have naturally lacked the important element of confirmation.

One of the canards was to the effect that the representatives offered to buy out the stock at market value of sub-jobbers, in order, when the smaller fry was out of business, to be able to put up a more successful fight against the bigger and less easily subdued jobbers. This story, like its predecessors, proved to be the figment of somebody's imagination.

One big jobber said, the talk of the "trust" playing an unlawful game of monopoly is all "hot air."

:o:

Presidential Year Not a Bad One.

SEVERAL prominent retailers as well as manufacturers of this city have presented a gloomy outlook for the cigar trade this year, and it is because it is Presidential year. One manufacturer, whose name we need not mention, but whose well known cigars have an extensive sale in many other cities than Philadelphia, expressed the opinion that the dullness of the cigar business during Presidential years is due to the fact that so many people are out of work in consequence of the shutting down of mills on account of agitation about the tariff question. These people are deprived of their accustomed prosperity and have to resort to the cheaper pipe instead of enjoying the fragrant cigar.

One well known retailer said the Presidential year, although proverbially said to be a bad one is no worse than any other, and it is easily explained. There are just as many smokers when a campaign is on as at any other time, and one would imagine that the consumption of smokes would be increased rather than otherwise, owing to the number of cigars given away by politicians. Then again, many good cigars are bet on the results of an election, thus stimulating the trade of the retailer. If cigars are bet by the box by the reckless ones so does the retailer's business increase accordingly. While some pessimistic person may hoard his money until after the election, it is not so with the energetic, light-hearted citizen during Presidential year.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T **DOHAN & TAITT,** D&T
Importers of Havana and Sumatra
Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825
L B S **LEWIS BREMER'S SONS**
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA IMPORTERS & PACKERS OF SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

CIGAR STORE LOUNGERS.

WHETHER or not a retailer should allow loungers in his store depends upon locality and circumstances. A smoking room has been found to be useful where a dealer has a regular Mecca of customers congregated in the evening at his store, for the purpose of discussing the topics of the day. A few chairs in a rear, out of the way part of the store, makes quite a siesta for a few chatty, sociable men, who want to enjoy a short stay and finish the cigar that, perhaps, their wives will not allow them to enjoy at home. The majority of steady men have not much time to loaf, but they appreciate all courtesies shown them during the brief respite they have earned from business cares or duties. This class of customers will not abuse their privileges in a cigar store. But sometimes there is a class of loiterers to which no general rule can be applied, and each dealer must decide for himself in such cases what is best for his business, for he understands best the wants of his neighborhood.

* * *

A RETAILER'S AWFUL BULLETIN

A PITTSBURG retailer caused some amusement among customers recently by placing in his window the following bulletin:

"Warning. We regret to tell of the disaster that overtook three of our delinquent customers last week.

"One of them said 'He would pay Saturday, if he lived.' He's dead!

"Another said, 'I'll see you tomorrow.' He's blind!

"Still another said, 'I hope to pay you this week or go to Eternal Torment.' He's gone!"

These gruesome facts no doubt proved to be a lesson to other delinquent customers and taught them that this life is not only a mutable one, but that cigar bills ought to be paid according to promise.

* * *

IF a booklet is nothing but an advertisement of some store or firm the reader imagines he can see all through in a glance and will throw it away after a cursory examination of the title page. The retailer who is enterprising to get out a booklet relative to his cigar store should devote it to matter that does not refer directly to his business. Then it is more likely to be carefully read than it would be as a mere advertisement.

For example a booklet, with the caption, "Hints to Smokers," would be pretty sure to gain the attention of the average smoker. The hints should naturally be followed by a few terse pithy sentences calling attention to the facilities which the dealer has for supplying everything in the smoking line, the fine goods which he carries in stock, and any other points which he desires to impress upon prospective customers. Some of the following "pointers" might be read with interest by the readers of the booklet:

"Don't light a cigar in the gas, or by any other means unless you are drawing it simultaneously. You otherwise convert the tobacco into carbon, and spoil the flavor and aroma of that which is unburnt.

F. W. HOCH & CO.'S COLUMBIA AVENUE STORE.

"Don't smoke a cigar furiously; it becomes needlessly heated, and its good points thereby impaired.

"Don't squeeze a cigar, nor pinch it until it cracks; such tricks damage both the wrapper and bunch wrapper, causing the cigar to leak when smoked."

* * *

SALESMEN AND SALES.

ANY BUSINESS MAN who stands in terror of his salesmen because they "sell the goods" might do well to wake up to the fact that it is his own fault if salesmen, when they leave him, can carry an appreciable amount of business to a competitor.

A salesman may hold trade by courtesy and favors, says System, but an intelligent sales manager and a wide-awake advertising department can create such a favorable impression for the house that customers in the remotest corners of the earth may soon be made to feel personally acquainted with the concern—can be made to feel that it is the particular business of somebody to sit at a table in the main office and attend to their individual needs. This is accomplished not only by prompt and careful attention to inquiries and orders and, by systematically following them up, but also by frequently sending special literature and an occasional letter or mailing card.

When the individuality of a concern has become impressed upon a customer who receives good treatment, the call of a competitor's salesman will seldom carry away the order, especially if a neat little reminder happened to drop out of the morning's mail. And these same ties of personal touch with the home office are what will hold business when the best of salesmen go over to a competitor.

Business should be built for the future, not for the moment. The success of a house should not rest upon the shoulders of one man, or of any number of men. A proper organization lives and grows beyond the coming and going of men.

The loyal salesman glories in the permanent organization of his house. He is one of the firm—may be a part of it some day; he is working for the firm, not for himself. Both for its effectiveness in establishing intimacy between the house and his customers, and for its immeasurable help in keeping business moving throughout his territory while he travels from point to point, and because, as he goes, he can actually see the good work go on, the traveling salesman appreciates, perhaps more than anyone else, the importance of direct methods in advertising and of systematically "keeping at it."

It not only sells goods when he cannot be on the spot, but the little pamphlets and other special missives send the arguments on in advance, and a man will often read when he will not listen. The result is that the salesman has fewer obstacles to overcome, is saved many an argument, makes more sales and makes them easier, all because of the kindly aid of systematic advertising—direct.

* * *

F. W. Hoch & Co.'s Store.

THE illustration on this page is a reproduction from a photgraph of the exterior of F. W. Hoch & Co.'s store, at 1519 Columbia avenue, corner of Sydenham street, this city, opened a little more than a year ago, and where a very desirable patronage has already been built up. The stock consists of general lines, including almost everything that can be wanted in cigars, tobaccos and cigarettes, regardless of their manufacture, but a strong run has been experienced on Cinco and other popular brands of five-cent cigars, mostly of Philadelphia make.

At times a special display is made of some particular brand of goods, and an extra effort is put on them for a season.

They have been catering to a peculiar constituency, which required careful study and genteel treatment in order to secure its patronage.

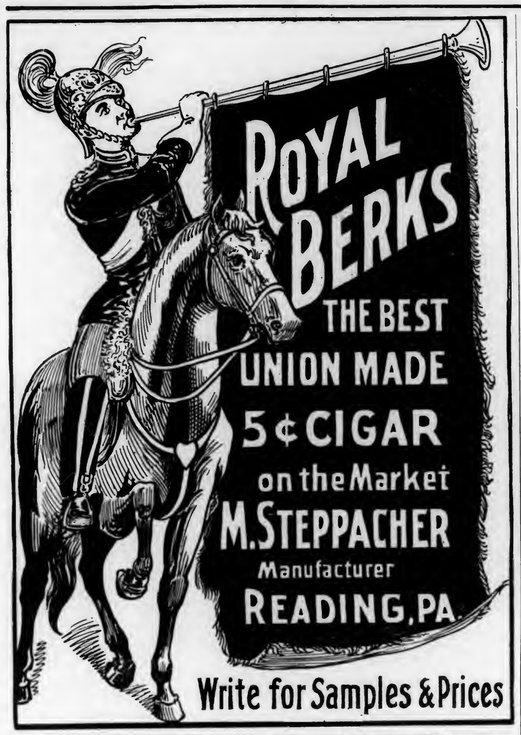
Recently a coupon system has been introduced, in which 38,000 coupons have so far been used. At the end of each month premiums are awarded, consisting of standard makes of silverware, the articles being always on exhibition during the month, and in addtion there is given each month two boxes of ten-cent cigars.

They have lately been making a special drive on the Anita ten-cent cigar, and it is fast becoming a popular leader in that section of the city.

Business in the jobbing department is also said to be growing at a rapid rate, and it is intimated that some changes, with a view of acquiring more space, will soon become necessary.

A large line of pipes and smokers' articles is also carried, and their trade in that line is growing rapidly.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

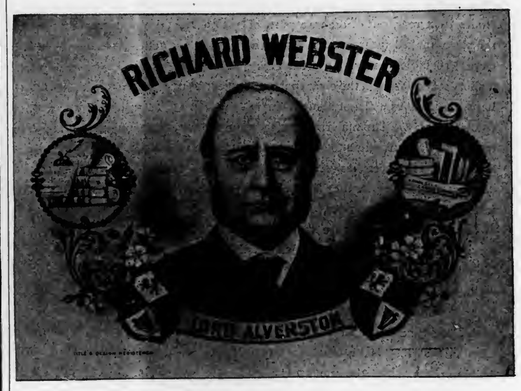
DISTRIBUTORS WANTED EVERYWHERE

Richard Webster and Union Record.

Two More of Yetter's Union-Made Brands.

In The Tobacco World of June 15th there were shown reproductions of the labels used on the Walter Thomas and Union Times cigars—two of C. M. Yetter's union-made products. In this issue we present half tone fac similes of two more of his labels—the Richard Webster and the Union Record—which are also ten and five-cent products respectively, as was the case on the occasion mentioned above, making a combination of two each of ten and five-cent goods.

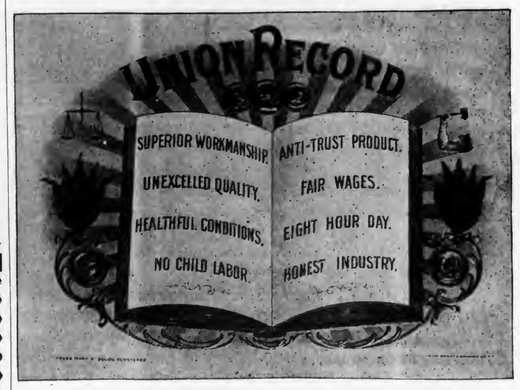
There is, perhaps, not another union factory in this section which devotes as much attention to the style and attractiveness of its packages as is done by Mr.



A TEN-CENT LEADER.

Yetter, and to this fact he attributes, in no small degree, the success which he has met with in exploiting his products.

It is almost needless to say that Mr. Yetter is too practical a man to spend time and money in getting up a really attractive article in appearance, without also seeing to it that the goods are all right in quality to bear out their appearance; hence, with as large a force at work as he generally employs, and to give all these details personal attention, naturally makes him a busy man, but he just delights in it, and is never happier than when he is thoroughly busy. Besides, he is the least



A FIVE-CENT LEADER.

bigoted man to be found anywhere, and is always anxious for more knowledge appertaining to the trade, and for that reason he makes it a point, at least occasionally, to personally visit his principal patrons, and on these occasions he generally secures such additional information as enables him to expand in his ideas of improvement; and sometimes also suggestions are made which open the way for the introduction of an additional brand of cigars.

At present Mr. Yetter is on just such a trip through Western territory, and we may reasonably expect to hear of something new in the near future.

OUR TWO BIG SELLERS

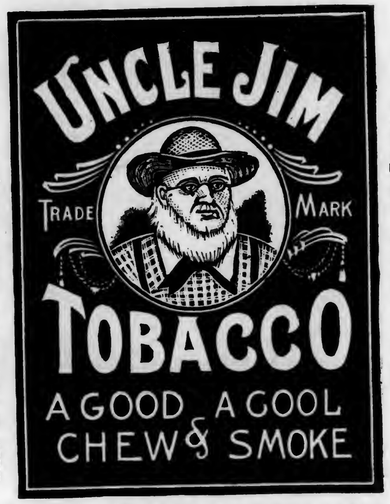
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

Hopes Growing in York.

Prospects Brightening—An Island Crop —Gossip of the Trade.

York, Pa., July 11, 1904.

The cigar trade seems to be now nicely on the mend, and this has already had an enthusing effect upon trade generally.

Leaf men still have some complaints to offer, but they will doubtless also soon benefit by a bettered condition.

A five acre crop of tobacco planted on Duffy's Island in the Susquehanna River this year is progressing remarkably well, some of the stalks now having as many as fourteen leaves on them. Manager Hostetter expects to top the crop this week.

Some of the cigar factories of this county were closed down during last week, but most of them have resumed operations this week.

John H. Baker, of York, has completed arrangements for opening a factory in York, and manufacturing his goods under his own supervision.

E. P. Gillespie, son of Major J. W. Gillespie, has been admitted to an interest in the leaf tobacco business of The Gillespie Co. Additional space has been secured and new office facilities have been created on the ground floor of their building on Clark avenue, which has improved the premises both in appearance and in convenience.

M. Kalisch & Co., of Red Lion, have purchased from Jas. Adair the Sporty King trademark and labels, and will place the brand on the market as a 5c grade of cigars.

The J. W. Gohn Cigar Co., of East Prospect, has a good lot of orders on hand and is receiving telegraphic advices to have goods forwarded to different parts.

W. C. Jackson, of East Prospect, some time ago took possession of the old Oleweiler factory. He is quite busy at present.

Bear Bros., of Zion's View, are placing a new 5c cigar on the market under the brand name of Matthew Carey.

C. A. Rost & Co., of Red Lion, are building up quite an extensive leaf trade, and carry a large and general line of goods.

Geo. F. Schnath, with Schroeder & Arguimbau, New York; L. R. Eisenbrand, with L. Bamberger & Co., and L. F. Mueller, with Dohan & Taitt, both of Philadelphia, were among the visitors here last week, as well as R. R. Uhler, with H. Duys & Co., New York.

R. D. Zech is now representing D. A. Schreiver & Co. as salesman in this county.

The John Shindler Cigar Factory at Red Lion is now under roof, and when completed will be one of the best equipped factories in that section.

S. L. Johns Cigar Co. was incorporated at Harrisburg last week, with a capital of $50,000. Treasurer, A. J. Brady, McSherrystown; Directors: H. M. Gitt, C. J. Delone, Geo. D. Gitt, Hanover, and S. L. Johns, McSherrystown.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

F. B. SHINDLER

Manufacturer of

Fine Domestic Cigars

Jobbing Trade Solicited

Red Lion, Pa.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Combination SCRAP --Filler--
We Make Them for
6, 7½, 9, 10 and 12 cents.
J. L. METZGER
Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

C. E. MATTINGLY & CO.
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For Wholesale Trade Only,
McSherrystown, Pa.

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COUNTRY SAMPLING Promptly Attended to.
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Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
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Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
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Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
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Office, 183 Water St. NEW YORK

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

TAKING A BREATHING SPELL IN HAVANA.

Tobacco Receipts Still Increasing—How the Stock Stands at Date—Estimating on the New Crop—Trade News of the Week.

HAVANA, July 4, 1904.

Very little change has taken place in the number of transactions closed during the past eight days in the Havana market, and the situation is virtually the same. Excepting one large New York dealer, who does not like to see his name in print, who has operated heavily in old Remedios, as well as in the new Vuelta Abajo and Partido tobacco, the local manufacturers were the chief buyers. The demand for Europe is only moderate. Receipts from the country are still on the upward trend. It is stated upon good authority that fully 100,000 bales of the new Vuelta Abajo crop have been sold by the farmers, of which one-half was taken by the local factories, while the remainder is being packed by the dealers and a few exporting houses for the American market.

Partido tobacco is also in good demand, while it remains to be seen how the new Remedios will fare when the time arrives to handle it. As there is a good call for old Remedios, the chances are that the new tobacco will sell well, as the old stocks are very slim and the new promises to be of the heavy desirable kind asked for in the North.

The statistical position of the Havana market is as follows:

Stocks on hand March 28, 1904, (bales)

Vu. Abajo	Partido	Remedios	Total
15,117	9,657	15,087	39,861

Receipts of principally New Crop to July 2, 1904:

49,436	22,291	2,720	74,447

Aggregate, July 2, 1904:

64,553	31,948	17,807	114,308

Sales from March 28 to July 3:

20,430	10,007	11,653	42,090

Stocks on hand July 4, 1904:

44,123	21,941	6,154	72,218

The Vuelta Abajo crop is estimated this year at about 200,000 bales, Partido 60,000 bales, and Remedios barely 100,000 bales, which, if the above figures should prove approximately true, would not indicate any large increase over the 1903 crop. There are some people who claim that the Vuelta Abajo might yield 250,000 bales, but even then the 1904 crop would fall short of a normal crop of 500,000 bales for the whole island. The situation is, therefore, a healthy one, as there are no surplus stocks of former years to speak of. The cigarette manufacturers are paying already from $15 to $16 per quintal for new Vuelta Abajo colas, which seems to indicate that they are taking time by the forelock and cannot have many old goods on hand to last them for any length of time.

Sales for the week amounted to 3,654 bales, of which 1,031 bales consisted of Vuelta Abajo, 1,440 of Partido and 1,138 of Remedios. Buyers for the American market took 1,948, local manufacturers 1,206, and for Europe 500 bales were purchased.

Buyers Come and Go.

Arrivals—Ike Bernheim, of I. Bernheim & Sons, New York and Havana; Isidro Menendez, of Isidro Menendez, New York.

Departures — Sidney Goldberg, Ellis Arendt, Alfred Arendt and Isidro Menendez, for New York; Salvador Rodriguez and A. L. Cuesta, for Tampa.

Havana Cigar Manufacturers

Business is still dull, as the truthful manufacturers will readily admit, but the outlook for a good business this fall is very promising. The world does not stop smoking, and the stocks abroad must be steadily decreasing. When the new tobacco shall be generally in a condition to be workable orders are bound to become larger and more widely distributed. The factories which have still fairly good orders on hand are H. Upmann & Co., Cifuentes, Fernandez & Co., of the Flor de Tabacos de Partagas & Cia; Rabell, Costa, Vales & Co., of the Ramon Allones; J. F. Rocha & Co., of the Crepusculo; Behrens & Co., of the Sol, and Enrique Dorado & Co., of the El Rico Habano. Remigio Lopez & Hno. are still giving most of their attention to their escojidas of tobacco. The former Havana Commercial Co. has been again admitted to the union of manufacturers.

Buying, Selling and Other Notes of Interest.

Jose Menendez sold 500 bales of Partido and Vuelta Abajo to Northern buyers and local factories.

Sobrinos de A. Gonzales did not wish to report any sales this week, although it

ESTABLISHED 1844
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HAVANA, CUBA
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SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
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Sobrinos de Venancio Diaz,
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Packers, Growers and Dealers in LEAF TOBACCO
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FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

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Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

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SOL and LUIS MARX

Consulado 91, HAVANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA*
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Cable: CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

is known that they must have closed several transactions. This house, so favorably known all over the United States, has gone in heavily in securing some of the finest vegas grown in the famous "Tierra Llana" district of San Luis and San Juan and Martinez. The total of their purchases, when packed, may run up to 7,000 or 8,000 bales, of which they have already received one quarter in their warehouses. They are, without doubt, the largest holders of the cream of Vuelta Abajo factory vegas, and any Northern manufacturer who is looking for this class of goods will make a mistake if he does not call upon them. Among the vegas acquired are those of such well known farmers as Jose Antonia Padron, Jose Maria Vazquez, El Retiro, Manuel Diaz, all of San Luis, Jose Rodriguez, Pancho Perez, Pedro Guerra, Domingo V. Garcia, Fructuoso Selvez, and others too numerous to mention.

Aixala & Co. were sellers to the extent of 500 bales of Partido and Vuelta Abajo.

A. L. Cuesta is said to have purchased some 300 or 400 bales of Partido and Vuelta Abajo this trip for his Tampa firm of Cuesta, Rey & Co.

Jorge & P. Castaneda disposed of 348 bales of their choice Tumbadero packings to city and Northern manufacturers.

Salvador Rodriguez was averse to stating the number of bales bought by him, although he declared that he liked the 1904 crop of Vuelta Abajo and Partido, and that he intended to stock up heavily just as soon as the tobacco should be a trifle better cured.

Isidro Menendez has bought, through Mendelsohn, Bornemann & Co., 100 bales of Vuelta Abajo.

M. Garcia Pulido turned over 173 bales of Vuelta Abajo remates to city manufacturers.

Garcia & Co. have also been investing heavily in the finest growths of the lowland section of the Vuelta Abajo, principally San Luis, and say that their purchases may run up to 4,000 bales in all of this class of goods. The following San Luis vegas of most repute were bought by them: Francisco Betancourt, 400 bales; Buena Vista, 400; Lorente, 250; Rufino Bencochea, 200; Antonio Castro, 150; Tomas Padron, 200. Your correspondent looked at several of the above vegas, and the tobacco was uniformly of a thin texture, with a fine grain, light colors, high aroma and excellent burn. While not all of the vegas are thoroughly cured so far as received, there was one, however, which might be worked by a manufacturer at once, and the taste was sweet and mild. Such tobacco will not have to go begging, as any manufacturer who understands and handles this class of goods will fall in love with them on first sight. Besides their Vuelta Abajo, Garcia & Co. are now packing largely of Santa Clara tobacco, and the first bales received by them are showing up well.

G. Salomon y Hnos. sold 150 bales of Remedios.

Loeb Nunez Havana Co. disposed of and shipped 158 bales of Remedios.

Voneiff & Vidal Cruz have transferred their two Mariano escojidas to Hoyo Colorado, as they are not willing to submit to the demands of the strikers to have their packings made under the supervision of a committee of the workmen. They are paying as much to their help as the strikers demanded, but they cannot agree to let the boss of the workmen be also the boss in their own home. Their stripping department is now idle, on account of the strike in Tampa. They have just received the first vega of their Vuelta Abajo packing.

A. M. Calzada & Co. bought and sold 100 bales of Remedios.

H. Upmann & Co. shipped 300,000 cigars last week.

Muniz Bros. & Co. disposed of 100 bales of Vuelta Abajo to Northern buyers. They secured in the Vuelta Abajo, besides their previous purchases, 500 bales of Portales Canteras, the vega of Cayo Berrascos, which has 30 to 40 bales of as fine a wrapper leaf as any shade-grown tobacco can be. They have just received the first 100 bales of their Remates escojida, which will now come in regularly every week.

Jose F. Rocha sold 70 bales of Vuelta Abajo to a local factory the past week. He has now close on to 2,000 bales of the new Vuelta Abajo in his warehouse, mostly Temprano and Tierra Llana vegas, which can be worked very soon.

Suarez Hnos. have again received 500 bales of the Vuelta Abajo from their packings this past week.

Rabell, Costa & Co. disposed of 58 bales of Vuelta Abajo old goods to a local manufacturer.

Antonio Suarez has returned from a trip to the Vuelta Abajo, and says that he has purchased 2,000 bales of Tierra Llana and Lomas tobacco in very good condition. His sales amounted to 200 bales of Vuelta Abajo during the past eight days.

Receipts From the Country

	Week Ending July 2. Bales	Since Jan. 1. Bales
Vuelta Abajo	10,626	49,541
Semi Vuelta	448	3,362
Matanzas	—	112
Partido	2,794	24,492
S. Clara & Remedios	974	7,752
Santiago de Cuba	—	242
Total	14,842	85,501

—Willis & Frankenstein have leased for the United Cigar Stores Co. to Gordon Stone & Co. the store at the corner of Dearborn and Monroe streets, Chicago, at a rental of $3,600.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. **Estrella 42, Habana, Cuba.**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." ***Habana, Cuba.***

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

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Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Bremen.

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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
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Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nemgil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH ENOS SMITH NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

PORT OF NEW YORK.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending July 9, 1904.

Havre—Hamburg-American Line, 1 package tobacco.

San Juan—American Cigar Co., 86 cases cigars and cigarettes; Cuban & Pan-American Express Co., 1 trunk cigars.

Santiago—Heyman Bros. & Lowenstein, 25 bales tobacco.

Vera Cruz—Jas. E. Ward & Co., 5 cases empty cigar boxes.

SUMATRA TOBACCO.

Str. Statendam, arrived July 5:
(312 bales; 21 boxes; 9 cases.)

H. Duys & Co.	101 bales
United Cigar Manufacturers	52 "
Leonard Friedman & Co.	40 "
S. Rossin & Sons	32 "
A. Cohn & Co.	30 "
E. Spingarn & Co.	20 "
L. Schmid & Co.	20 "
Order	17 "
J. Holzman	21 boxes
Balt. & Ohio R. R. Co.	9 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived July 5:
(2,097 bales; 86 bbls; 89 pkges.)

J. E. Ward & Co.	860 bales
Sartorius & Co.	681 "
A. Murphy & Co.	110 "
I. Menedez	79 "
B. Diaz & Co.	60 "
J. Bernheim & Son	55 "
Starlight Bros.	53 "
Fred D. Grace	50 "
Keiser & Boasberg	49 "
F. Miranda & Co.	30 "
Edward Arendt & Son	28 "
R. M. Blake & Co.	10 "
S. L. Goldberg & Sons	10 "
Herz Bros.	10 "
Carl Vogt's Sons	8 "
Calixto Lopez & Co.	3 "
Havana Tobacco Co.	1 "
A. Gonzalez & Co.	31 bbls.
E. Regensburg & Sons	30 "
Hinsdale Smith & Co.	20 "
A. Blumlein & Co.	5 "
American Cigar Co.	75 pkges
Simon Batt & Co.	14 "

Str. Havana, arrived July 9:
(705 bales)

Jas. E. Ward & Co.	568 bales
Order	71 "
G. Salomon & Bro.	25 "
E. Hoffman & Son	22 "
A. Murphy & Co.	19 "

HAVANA CIGARS.

Str. Morro Castle, arrived July 5:
(597 cases.)

J. E. Ward & Co.	534 cases
Park & Tilford	21 "
G. S. Nicholas	13 "
F. E. Fonseca	4 "
M. E. Caub	4 "
E. A. Kline & Co.	3 "
Havana Tobacco Co.	3 "
L. J. Spence	3 "
W. O. Smith & Co.	3 "
A. Schultz	2 "
Reid, Yoeman & Cabit	2 "
Calixto Lopez & Co.	2 "
Frank Taylor, Jr.	1 case
P. H. Petry & Co.	1 "
Everett-Henay Co.	1 "

Str. Havana, arrived July 9:
(33 cases.)

J. E. Ward & Co.	23 cases
National Cuba Co.	7 "
Chas. Storm & Co.	3 "

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived July 4:
(139 bales.)

J. Cohn & Co.	70 bales
Durlach Bros.	43 "
Levi, Blumensteil & Co.	26 "

Str. Ponce, arrived July 10:
(814 bales.)

American Cigar Co.	777 bales
Melchoir, Armstrong & Dessau	37 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived July 4:
(299 cases; 5 boxes.)

American Cigar Co.	106 "
Mateo Rucabado	61 "
American W. I. T. Co.	29 "
West Indies Cigar Co.	21 "
Durlach Bros.	17 "
A. S. Lascelles & Co.	11 "
Rojas, Perez & Co.	9 "
F. Bonilla & Co.	8 "
Cadiz Cigar Co.	7 "
Order	6 "
Arguelles, Manrique, Sola & Co.	5 "
Victor Malga & Co.	5 "
Vista Hermosa Cigar Co.	4 "
R. Fabien & Co.	4 "
G. W. Sheldon & Co.	3 "
Austin Baldwin & Co.	2 "
Antilles Trading Co.	2 "
The B. Raap Trading Co.	2 "
Rojas, Perez & Co.	2 "
H. C. Howard	2 boxes
C. Mendez	2 "
A. S. Lascelles & Co.	1 "

Str. Ponce, arrived July 10:
(164 cases; 1 box.)

Mateo Rucabado	39 cases
A. W. I. T. Co.	25 "
West Indies Cigar Co.	18 "
G. W. Sheldon & Co.	12 "
Victor Malga & Co.	12 "
Porto Rico Co.	11 "
A. S. Lascelles & Co.	10 "
Cadiz Cigar Co.	7 "
F. Bonilla & Co.	7 "
Durlach Bros.	5 "
Arguelles, Manrique, Sola & Co.	4 "
Smith & Boltzenthall	4 "
Cayey Caguas Cigar Co.	3 "
Order	3 "
B. Raap Trading Co.	2 "
Cuban & Pan-Amer. Ex. Co.	1 case
Manuel Mendez & Co.	1 "
Order	1 box

PATENTS RELATING to TOBACCO, Etc.

764,035 Combined cigar cutting and branding device; Herman F. Brandenburg, Louisville, Ky.

764,520 Match package; James A. E. Criswell, New York.

764,052 Match lighting attachment; George C. Harrison, Elyria, Ohio.

764,053 Tobacco stripping machine; Joseph G. Havens, Asbury Park, N. J.

764,125 Tobacco pipe Isachar A. Heald, Washington, D. C.

763,991 Continuous cigarette machine; Frank J. Ludington, Waterbury, Conn.

764,024 Cigarmakers machine; Emil Winterer, New York.

TOBACCO NEWS OF GREATER NEW YORK

Internal Revenue reports for the month of June indicate a gradual improvement in the cigar trade of the metropolitan districts, showing as they do a rather encouraging increase over the previous month of the present year, consequently the leaf trade is also somewhat stimulated, and is becoming a little more active with an increased demand for filler, binder and wrapper leaf both imported and domestic goods. Transactions in Wisconsin have been particularly noticeable.

In Connecticut tobaccos there has also been some conservative trading.

The Sumatra market is said to be even more than ordinarily active.

In Havana this market has been somewhat quiet, owing, it is thought, to the fact that the stocks of old goods are pretty well depleted and the new goods (1903 crop) has not yet begun to arrive in sufficient quantity to enable the trade to come to a satisfactory conclusion.

• • •

The Jarvis Warehouses were incorporated at East Orange, N. J., last week, with a capital of $50,000, to conduct a business of curing and storing tobacco. The incorporators were Robert N. Clyde Fred Lee Palmer and Chas. O. Geyer.

• • •

At the tenth, and last of the spring inscriptions of Sumatra tobacco, which occurred at Amsterdam on July 8, only a comparatively small quantity of tobacco suitable for the American market was offered. L. Schmid & Co. were among the heaviest purchasers, having secured between 400 and 500 bales, consisting principally of the following marks: N A T M, Deli Ba. My. TH, and Namoe Dwaji.

H. Duys & Co. secured about 250 bales of the following marks: Deli My. I., Deli My. Deli Toewa, and others.

A. Cohn & Co. are credited with purchases of 170 bales of Medan M., and Sewenbah My. S. B.

• • •

David L. Goldberg, of S. L. Goldberg & Sons, Havana importers at 126 Maiden Lane, was married on July 4, to Miss Millie Cohen in the Gold Room at Delmonicos. Mr. Goldberg is one of the most popular of the younger element of the leaf trade, and scores of friends have extended him their hearty congratulations.

• • •

Harry W. Bremer, of Lewis Bremer's Sons, Philadelphia, was a visitor in this city last week.

• • •

A. Blumenstiel, of Levi, Blumenstiel & Co., left on Saturday last for San Juan, Porto Rico.

Secret service men attached to the Treasury Department believe they have unearthed an organized scheme for smuggling tobacco. As a result of the patience and vigilance of the secret service men, several members of the steamship Kaiser Wilhelm II., and John Koster, on Webster near Myrtle avenue, Brooklyn, and John Heitman, a cigar manufacturer at 60 Bleecker street, Brooklyn, have been arrested, and the last two held under $1,000 bail for the grand jury. Secret service men have noticed several ordinary trunks making frequent trips, and finally kept a close watch on them. Last week the trunks again arrived and were received at a New York express office by Koster, who took his own address from one of them and reshipped it to Heitman, where it was subsequently secured and found to contain 65 pounds of Sumatra tobacco.

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The annual meeting of the stockholders of the P. Lorillard Co., of Jersey City, was held at the factory headquarters in that city on June 28, and the following directors were elected to serve during the ensuing year; Chas. E. Halliwell, Thos. J. Maloney, C. C. Dula, P. Lorillard, W. H. McAllister, W. B. Rhett and H. D. Kingsbury.

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Sub-jobbers of Manhattan have somewhat recovered from a nervous affection which was caused by the action of the Metropolitan Tobacco Co. in curtailing supplies for a few days. But the company has again been calling for a full line of supplies, which are being freely furnished them.

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Tom Dean Branyan has been appointed by the Cuban-American Tobacco Co. to fill the vacancy created by the death of that veteran cigar man, the late Thos. A. Dean, and has spent much time under his tuition, during the time when both were connected with the company.

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Joseph F. Cullman, of the leaf packing firm of Cullman Bros., recently graduated at Yale, and has now entered his father's office, where he will have an excellent opportunity of mastering the intricacies of an active commercial life.

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Emil Wedeles, of Wedeles Bros., Chicago, was in New York last week to welcome their traveling representative, T. D. Hene, who has just returned from a trip to the firm's plantations at Gadsden, Fla., Tampa and Havana.

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Avelino Pazos, of A. Pazos & Co., returned to the city on Monday, after a few weeks' sojourn at Saratoga with his wife.

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Sol Hamburger, of Hamburger Bros. & Co., will sail this week for Havana.

Philadelphia Tobacco Trade.

THE JUNE OUTPUT.

The revenue returns for the First District, which includes Philadelphia, Berks, Bucks, Delaware, Lehigh, Montgomery and Schuylkill counties, shows an output as follows for the month of June:

Cigars	at $3 00	51,403,770
"	54	41,000
Cigarettes	" 3 00	16,000
"	" 1 08	4,700,500
"	" 54	143,000
Tobacco (pounds)		117,011
Snuff	"	502,675

These figures show that the manufacturers made, within something over two hundred thousand, as many cigars as in May, which was the best for that month for some years.

The figures show an increase over May with the exception of cigars and manufactured tobacco. Cigarettes and snuff show a big increase. The cigar output, while less than that of June of last year, shows a big increase over that of June of the three previous years.

NEW STORE AT THIRD AND CHESTNUT STREETS.

R. Goldsmith & Co. have opened a new cigar store at the northwest corner of Third and Chestnut streets, at the stand formerly occupied by John Klindworth. The store was opened last Saturday morning, with a big stock of imported and domestic cigars. Mr. Goldsmith is well known to the tobacco trade, having a store at Fifteenth and Sansom streets. Recently he opened a store on Chestnut street below Fifteenth, which he afterwards sold out to his partner, Mr. Beatty. The new store will make a specialty of Key West cigars, with the Ledalias a leader. The domestic leader will be the John Hay cigar, of Stewart, Newberger Co., Ltd.

"TRUST" AND "INDEPENDENT."

J. S. Geller, Sons & Co. say that their business has increased from 50 to 100 per cent since the edict of the trust against the handlers of "independent" goods. Gellers are strictly jobbers of independent goods, and they now claim to have gained entrance into retail stores where before it was utterly impossible for them to obtain a foothold. This, they say, is due to the agitation against "trust goods" and the determination of the retailers to assert independence.

MR. GUMPERT SAILED.

Richard T. Gumpert, of the firm of Gumpert Bros., well-known cigar manufacturers of this city, bid farewell to Philadelphia scenes for about two months on Friday last, when he took a train for New York, accompanied by Mrs. Gumpert. The following morning he embarked upon the Red Star steamship Kroonland, bound for Antwerp. It was the occasion of Mr. Gumpert's annual outing to Europe, which will include travel through Holland, Switzerland, Germany and France. After a stay abroad of about six weeks, Mr. and Mrs. Gumpert will return on board the Kaiser Wilhelm der Grosse, which sails from Bremen on August 30. During his absence from this city Mr. Gumpert's office and factory affairs will be directed by his chief clerk, James J. Tracy. Just before the day of his start Mr. Gumpert had an attack of illness, but this did not deter him from his determination to make the trip according to schedule.

THE NEW BANK OF COMMERCE.

A new financial institution has just been organized in this city prominent in which are several well known local members of the trade, identified as directors. The new enterprise is the Bank of Commerce, and included in its Board of Directors are Geo. E. Spotz, President of the Theobald & Oppenheimer Co., and Leopold Loeb, of Leopold Loeb & Co., and President of the Loeb-Nunez Havana Tobacco Company. The new bank was opened for business on Monday morning last, at 624 Chestnut street.

HENE VISITED FLORIDA.

T. D. Hene representing Wedeles Bros., of Chicago, has just returned to Philadelphia after a visit to his firm's plantations at Gadsden, Fla. He reports the new crop a very excellent one, and is very enthusiastic over the goods he is hopeful of soon being able to offer his growing trade. From Gadsden Mr. Hene also visited Tampa and Havana, returning from the latter place by Ward Line steamer to New York last Saturday.

NEW LEAF TOBACCO FIRM.

A new leaf tobacco firm is announced under the name of the Sunderland Tobacco Company. It is composed of Thomas H. Sunderland and H. S. Myers, the latter of whom is a well known salesman. The new firm already carries a substantial stock, having purchased 200 cases of domestic and 72 bales of Sumatra tobacco. Its present office is at 141 North Third street, which is also occupied by M. Rosenstein, leaf tobacco broker. Mr. Myers left Philadelphia during the week on a business trip through the Eastern States.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

Leaf Dealers' Jottings.

The following appeared on a special notice just issued to the trade, and is self-explanatory:

"We are now in our new quarters at 240 Arch street, where we are better prepared than ever to handle the constantly increasing business which our many friends have made possible.

"Our new building is well lighted and has up-to-date sample room on the first floor. We carry a larger stock of cigar leaf tobacco than ever, sell in quantities to suit, and at prices that astonish our competitors.

"We can save you in your cigar leaf tobacco. Next time you get in our neighborhood drop in and look us over.

"Remember the address 240 Arch street. Directly opposite Betsy Ross Building, where the first American flag was made." Yours most respectfully,

L. G. HAEUSSERMANN & SONS,
240 Arch St., Philadelphia.
(Formerly 23 North Third Street.)

Julius Hirschberg & Bro., leaf dealers, received a renewal of their stock, made necessary by heavy sales in Connecticut wrapper during the previous week. A quantity of old goods came from the warehouse, while a lot of new Connecticut was also received. M. D. Arndt, one of the firm's salesmen, left Philadelphia last Sunday night on a trip direct to Chicago. Mr. Arndt, despite his recent illness, will go as far as the Pacific Coast before turning on his homeward trip.

Harry Hirschberg is stopping at Atlantic City, and comes up every day to attend to business. His wife and daughter are at Los Angeles, Cal., visiting Mrs. Hirschberg's brother.

Frederick Hipple, of Hipple Bros., is spending a well earned vacation up in the country. This firm reports a brisk business, with good retail sales of leaf in small quantities.

The salesmen of the Empire Leaf Tobacco Co. have returned to this city, after fairly prosperous trips throughout their various territories.

D. Pareira, of the wholesale leaf firm of D. Pareira & Co., made one of his periodical trips up the State and returned with a nice batch of orders.

W. E. Gheen, a leaf dealer from Jersey Shore, Pa., was in town during the week.

The Amsterdam Sumatra Co. is one of the few busy leaf houses just now. Its list of orders exceeds its income of domestic tobaccos while there is a steady demand for Sumatra. This house finds a fair retail leaf trade, keeping eleven bales open to meet the demands of the smaller buyers.

Jacob Labe, of B. Labe & Sons, started this week on a trip through the west, while Sidney Labe went up the State on a business visit. This firm reports fair dealings in Sumatra. Benjamin Labe, who has been in Europe for more than a year, will return to this country after the next inscription.

Arthur Loeb, who has been representing Leopold Loeb & Co. in Amsterdam, where he made some extensive purchases of Sumatra, is expected to return to the city early next week. Leopold Loeb, senior member of the firm, now in this city, expects a visit of his partner, Gen. Nunez, of Havana, in a few weeks.

S. Weinberg, Third street leaf dealer, reports a much improved condition of business. Not only are wholesale transactions good, but retail sales are also plentiful, showing a bright outlook for the future in that line of their business.

L. P. Kimmig, of L. P. Kimmig & Co., leaf dealers, returned from his New York trip during the week. He reports having found trade in a healthy condition for landing a few orders.

Lewis Bremer's Sons is one of the leaf dealing firms reporting a steady business of fair proportions during the last few dull weeks. Harry Bremer paid a visit to New York during the week.

J. H. Stiles an extensive leaf dealer of York, Pa., spent a few hours in Philadelphia yesterday en route to Atlantic City where he will spend a well earned vacation.

L. R. Eisenbrand, and Fred. D. Bocher with L. Bamberger Co., are out on trips through the State. Mr. Bocher recently returned from a successful trip to the west.

E. J. Powell, office clerk for George Burghard, was laid up at home during the past week with a sprained ankle, received while jumping off a trolley car.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

George Burghard got in a big stock of 1901 Zimmer Spanish during the week. His salesman, A. M. Labe, starts for the west this week on a business tour.

Dotts & Keely, Second street leaf dealers, report a growing improvement in trade, and expect it to be much better.

Major J. W. Gillespie, of the Gillespie Co., of York, was also a visitor here early this week.

Julius Vetterlein reports a continued lull in trade. Business is fair, but nothing unusual.

K. Straus, of K. Straus & Co. is at Atlantic City, for a little recuperation and rest.

With Manufacturers and Jobbers.

The affairs of the Vicente Portuondo Cigar Manufacturing Company still show a growing prosperity under the new management, and orders are now about six weeks ahead of the output. Additional hands are being hired every day in face of the fact that the firm is rapidly becoming cramped for room in their present factory. Negotiations for floor space in a contiguous building have not yet been completed. Nathan Schwab, President of the company, had a trip to North Carolina on business.

The Theobald & Oppenheimer Company's factories were closed for a few days last week, to give the clerks a chance to take account of stock. Before the week was out, however, operations were resumed in full blast. Mr. Spotz, a member of the company, says he cannot complain about the present condition of their business. During the past week some extensive repairs were made to the office and stock building on North Third street. These improvements included a 5,000 gallon tank on the roof, to supply water to the building. Last Saturday some of the heads of the firm and a number of the employes went to New York to attend the annual picnic given by the William Penn Association, the employes of the Theobald & Oppenheimer Co. in New York.

Bayuk Bros. Cigar Company has brought out a new cigar for a private customer, J. P. Brown, who has three handsome cigar stores uptown, the principal one being at Fifteenth and Cumberland streets, near the Philadelphia Baseball Park. The cigar is called the Brown A. A., being named after the Brown Athletic Association. This organization, a strong club of uptown athletes, was named after Mr. Brown, and he, in turn dedicates his new cigar to the association. The cigar is a nickel one, but contains fine tobacco. The box has a pretty label.

The El Draco Cigar Manufacturing Company, successor to Allen & Marshall, has already started out on an aggressive campaign of business. New salesmen and other new employes have been engaged. The Hunter and Rutherford are being pushed, and late hours of work have been the rule some days during the past week.

H. Miller, a retailer formerly at Fifteenth and Federal streets, has opened a store at Sixteenth and Morris streets.

H. M. Weaver & Son's cigar store, on Sixth street near Race, has a handsome stock of American cigars displayed.

Stock-taking season struck A. S. Valentine & Son's cigar factories as it did others in the trade, but the firm was so busy that it could not shut down for a few days. This method is unsatisfactory, they say, but could not be avoided under the circumstances. Among their orders this week was a call for 200,000 high grade cigars.

M. B. Sarkees & Co., of Sixth and Cherry streets, are quite busy with the manufacture of Turkish cigarettes of the Mt. Liban and other brands. This firm gets out some attractive advertising cards.

H. Smeal, who formerly conducted cigar factories in this city and at Quakertown, has opened up a new factory at Jenkintown, where he anticipates finding a brisk business.

Roy Valentine, junior member of the cigar manufacturing firm of A. S. Valentine & Sons, attended the conclave of the Mystic Shriners this week at Atlantic City.

Business Fair in Lancaster.

Nearly a Thousand Bales Sold—Cigars Made During June.

Lancaster, Pa., July 11, 1904.

Local tradesmen had a fair business last week, and several bulk sales were reported, running the volume of business well nigh to 1,000 cases all told. Of course, that is including an estimate of the business done in smaller lots to the nearby manufacturing trade.

The new crop is now also progressing very favorably, and every one is cheerful.

The cigar business in the Ninth District is again looking up beautifully and is an agreeable surprise. The internal revenue returns for the month of June show an output of 67,753,000, being 6,924,000 more than during May, 1904, and 733,000 more than during June, 1903. It is all the more agreeable in view of the fact that during the earlier part of the month things seemed discouragingly slow.

Chas. Michner, with Bremer Bros. & Boehm, of Philadelphia, was in town last

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia. 6-22-tf

LEAF TOBACCO SALESMAN—experienced, and well acquainted in Philadelphia, Pennsylvania and Maryland, is open to engagement with house carrying a general line. Address SALESMAN, Box 135, care of The Tobacco World. 7-6

FOR RENT—Well equipped Cigar Factory in First District; good railroad and other facilities. Will sell equipment if desired. Address MANUFACTURER, Box 133, care Tobacco World, Phila. 7-13 m

CIGAR PACKER FOREMAN—Experience of 20 years with male and female help, is open for a position. Steady and sober; reference. Address Box 134, care of Tobacco World, Phila. 7-13-1

WANTED—A first-class Pennsylvania Union Factory making cheap Seed and Sumatra Cigars, for Colorado, Utah; Wyoming and New Mexico. Address BROKER, 206 Appel Bldg., Denver, Col. 1

WANTED—Cigar Manufacturer to furnish stock for mold work first-class workmanship; shaper or dry work. 7-6 JOHN S. WEAVER, Vita, Pa.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

IRREGULAR PAGINATION

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent **CIGARS**
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR. }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

week and gave several of his friends an enjoyable evening.

Stumpf Bros., on Manor street, cigar manufacturers, have dissolved partnership. Chas. Stumpf has retired from the firm and James Boas, formerly of Gottselig & Boas, has been admitted to the firm.

John Slater, of Washington, Pa., is here at the factory headquarters of John Slater & Co., and when interviewed by your representative said that while there was no rush, business on the whole was quite satisfactory and showing a steady increase.

J. N. Hershey & Co., at Florin, leaf dealers, are pushing ahead at a satisfactory pace. Willis Mowery, the junior member of the firm, is giving close attention to the trade in this county.

Trade-Mark Register.

DOUBLE S. 14,504
For cigars. Registered June 28, 1904, at 9 a m, by F. L. Stoltz, Richland, Pa.

PERKIOMEN BELLE. 14,505
For cigars. Registered June 28, 1904, at 9 a m, by Arthur A. Offner, Green Lane, Pa.

PERKIOMEN SPECIAL. 14,506
For cigars. Registered June 28, 1904, at 9 a m, by Arthur A. Offner, Green Lane, Pa.

SWEET ALICE. 14,507
For cigars. Registered June 28, 1904, at 9 a m, by S. S. Sagues, Paterson, N. J.

CHICOLETS. 14,508
For cigars. Registered July 6, 1904 at 9 a m, by Herbst & Sturz, Philadelphia, Pa.

ZORNELLA. 14,509
For cigars. Registered July 7, 1904, at 9 a m, by Geo. Zorn & Co., Philadelphia, Pa.

UNCLE ROMAN. 14,510
For cigars, cigarettes, cheroots, stogies and tobacco. Registered July 7, 1904, at 9 a m, by Wolf-Neff & Co., Red Lion, Pa.

LOOKING BACKWARD. 14,511
For cigars, cigarettes and cheroots. Registered July 8, 1904, at 9 a m, by C. Oldendick, Bellevue, Ky.

PINKO. 14,512
For cigarettes. Registered July 12, 1904, at 9 a m, by Peter McGuigan, Red Lion, Pa.

SEARCHES.

St. Paul, Three Feathers, Peerless, Rusalkah, A. Una, Clematis, Cubaneros.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Review of the Pittsburg Industry.

Pittsburg, Pa., July 8, 1904.

WESTERN CIGAR CO.

The Western Cigar Co. is owned by J. E. Beggs, and is another of the important and substantial industries which have helped in a large degree to make Pittsburg famous as a stogie centre. Mr. Beggs is, however, very ably assisted by his brother, S. E. Beggs, who is the factory superintendent and who has also done much efficient work for the firm as a traveling salesman.

After conducting a successful business for more than eight years, at 1004-6 and 8 Penn avenue, Pittsburg, during which time the business grew steadily, the firm has found it desirable to secure new

MR. J. E. BEGGS.

quarters, first for the reason that the building at present occupied has been sold, and secondly, because increased facilities are urgently needed to meet the increasing demands for their product, and in consequence a new building has been secured at Adams and Vermont streets, Allegheny City, of which possession will be taken about July 15.

The new building is a two-story brick structure, 80 by 100 feet, and is being improved to suit their requirements, and when completed it will provide a capacity of 100,000 stogies per day. Some new brands will be placed upon the market, and due announcement of the same will be made.

Mr. J. E. Beggs is known as a man of energy and conservatism in business pursuits, and he has justly become one of Pittsburg's most popular manufacturers. He is a thoroughly genial gentleman, of wide acquaintance in both business and social circles, and possesses to a rare degree the pleasant faculty of being able to rapidly cultivate a friendship and inspire confidence, which is truly a valuable factor and a material aid in successfully establishing a prosperous business.

• • •

ZEUGSCHMIDT CIGAR CO.

Messrs. Albert D., Max D., Harry D., and Walter D. Zeugschmidt are again actively engaged in the manufacture and jobbing of cigars and stogies at Pittsburg, but in a wholesale way exclusively, and have elegantly equipped headquarters at 710 Wylie avenue, where they are practically continuing a business which was established as early as 1849 by David Zeugschmidt, father of the members of the present firm.

At the death of Mr. Zeugschmidt, Sr., in 1892, the business was continued by Messrs. Albert D. and Max D. In January, 1904, the two younger brothers, Harry D. and Walter D., were also admitted to an interest in the firm, making an exceptionally strong team of activity and energy. They are all possessed of a thoroughly practical experience, and by their enterprise the business is being constantly expanded.

Mr. Albert D. is the general financial manager of the firm, and his superior executive ability has been a potent factor. Mr. Max D. is devoting his earnest energy

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢
5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE

WIS.

STORAGE CAPACITY 10,000 CASES

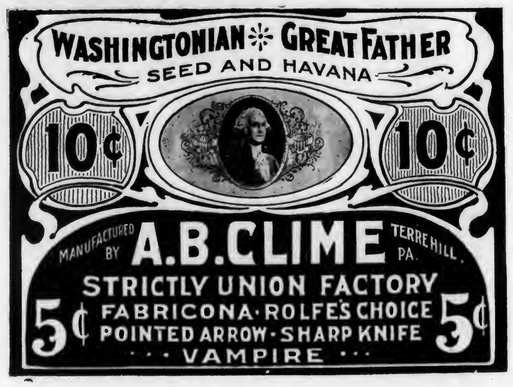
Reading, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.



to the manufacturing department, and also gives his personal supervision to the jobbing department, while Messrs. Harry D. and Walter D. are carefully looking after the interests of the firm in the distributing department and the management of the five delivery wagons which are constantly busy in supplying goods to the trade.

In addition to their own manufacturing plant the firm also handles the entire output of three outside factories.

Of the several different brands owned and controlled by this firm none is more popular nor more widely known than their "Big Z" brand of stogies, which is having an immense run.

The remarkably rapid growth of their business is an illustration of what can be accomplished by vim and energy, if guided by intelligence and integrity, and it is safe to say that there is not a more popular firm in the great stogie trade of this aggressive city.

The Trade in Wheeling.

Wheeling, W. Va., July 6, 1904.

The trade in this city, like most other places, has been somewhat affected by the dull spell which has been prevalent for some months, and were it not for the high reputation which the Wheeling Tobies have attained throughout the country, the depression might have been much more severely felt. The annual output is remarkably big and is still growing.

• • •

The old established factory of Augustus Pollack is still a centre of attraction. Schlitz says, "Schlitz—the beer that made Milwaukee famous," so it might be said "Crown—the stogie that made Wheeling famous." As many well know, Mr. Pollack is too modest to adopt such advertising matter as I suggest the propriety of, yet it is virtually true that there is no brand that has helped more to promote the fame of Wheeling as a stogie manufacturing centre than the Crown Stogies made by him, and to which he has devoted more than thirty-three years of hard, energetic effort and much money in exploiting.

The factory is not only a very large one, but immaculately clean, and the work in every department is carried on in a most thorough and highly methodical manner. In this fact Mr. Pollack takes much pride. It is also claimed that there is not another man in Wheeling who has done more for the elevation and material advancement of the working man than Mr. Pollack.

• • •

Among the pioneer houses in the stogie manufacturing trade is that of M. Marsh & Son, which was established as early as 1840, and has been following along the lines of its original success ever since its establishment, and is credited with an output last year of 20,000,000. "Marsh's Old Reliable Stogies" has become a password, with dealers everywhere, and there is scarcely a jobbing house anywhere that does not have in stock a line of this well known brand.

At the death of Mr. M. Marsh, several years ago, the business was incorporated and continued by W. M. Marsh, President; J. H. Jones, Vice President, and C. H. Watkins, Secretary and Treasurer.

• • •

Another of the older stogie factories of this section is that of A. J. Seamon, formerly located at Wheeling but now at Moundsville. The business was established by Mr. Seamon's father, who is best known as Capt. Seamon.

• • •

Brandfass Tobacco Co. are packers and dealers in leaf tobacco at 1316 Water street, doing a general leaf business. Mr. Chas. Brandfass, the head of the house, is one of the old time members of the trade here, and widely known.

• • •

J. F. Miller is another of the more extensive manufacturers here, working a large force, and enjoys an old established trade.

• • •

Many of your old patrons continue to do a good local trade here, including Jas. McKee, Muhn & Brandfass, Stealy & Ward, and Wells & Wingartner, jobbers, and Hugo Loose, Henry Dehmel, Pebler & Chute, Voltene Herbert, Hannon Bros., Alex. Bolton, and other manufacturers, and M. E. Bashar, leaf dealer.

• • •

Block Bros., of Mail Pouch fame, are erecting a new factory building, 100 by 200 feet, and eight stories high, which will be used in addition to their three older buildings measuring 225 by 300 feet, and six stories. All their buildings are built of brick, and contain the most modern and improved appliances known to the manufacturing trade. J. S. H.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000——in cash——	$25,000
To the next	1 person	estimating nearest,	10,000——in cash——	10,000
To the next	1 person	estimating nearest,	5,000——in cash——	5,000
To the next	2 persons	estimating nearest,	2,500 each, in cash——	5,000
To the next	10 persons	estimating nearest,	1,000 each, in cash——	10,000
To the next	20 persons	estimating nearest,	500 each, in cash——	10,000
To the next	20 persons	estimating nearest,	250 each, in cash——	5,000
To the next	100 persons	estimating nearest,	100 each, in cash——	10,000
To the next	200 persons	estimating nearest,	50 each, in cash——	10,000
To the next	500 persons	estimating nearest,	25 each, in cash——	12,500
To the next	1,000 persons	estimating nearest,	10 each, in cash——	10,000
To the next	4,000 persons	estimating nearest,	5 each, in cash——	20,000
To the next	5,000 persons	estimating nearest,	2.50 each, in cash——	12,500
10,855 Awards, aggregating				$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

William McKinley	(Republican)	7,207,923
William J. Bryan	(Democrat–Populist)	6,358,133
John G. Woolley	(Prohibition)	208,914
Eugene V. Debs	(Social Democrat)	87,814
Wharton Barker	(Middle of Road or Anti-Fusion People's Party)	50,373
Joseph F. Malloney	(Soc. L.)	39,739
J. F. R. Leonard	(United Christian Party)	1,059
Seth H. Ellis	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,

Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

TOBACCO CULTURE IN RHODESIA.

With the view of creating an industry in the manufacture of a good class of tobacco, for which there is sure to be a large demand in South Africa, every effort is being made in Rhodesia to induce the farmers to take a keen interest in tobacco cultivation, which has so far proved most successful. The best kinds of seed are provided, prizes for competition are offered, and the service and advice of the government tobacco expert are placed at the disposal of the farmers. Not only in the country itself is the industry being stimulated, but in England also steps are being taken with a view to securing a market for Rhodesian tobacco as soon as the farmers are able to send it to the factories in sufficiently large quantities. Earl Grey, who is greatly interested in establishing trade between Rhodesia and the mother country, is devoting special attention to this branch of the future export trade of Rhodesia. He has recently been visiting the tobacco factory of the Cooperative Wholesale Society, Manchester, where he exhibited samples of Rhodesia tobacco, and obtained information from the manager as to the best leaf for the British market. The Cooperative Wholesale Society has promised its assistance in the enterprise.

The "Rhodesia Herald" quotes the opinion of experts to the effect that an immense tobacco industry is in store for Rhodesia. They have expressed themselves to the extent of predicting that in 20 years' time South Africa, with Rhodesia in the front rank, will command the supply of the entire English market. However lavish they may be in glowing prophecies, the present outlook seems by no means cloudy. Samples of Rhodesia tobacco compare favorably with the best grades of the American article. System has been the secret of securing for the latter a world wide reputation, and the building up of an industry enormous in its proportions. Central houses were established, for curing and packing, and these protect the farmer, freeing him from the agency of the middlemen, and turning out also a product of uniform quality. An increased acreage in Rhodesia during the season 1904–5 will demand such a system. The tobacco growers are already preparing the soil for summer planting, and a low estimate for the total acreage would be 2,000, which would represent about 2,000,000 lbs. of tobacco, conditions being favorable. During the season just past there were fully 100 tobacco growers in Rhodesia, both on a large and small scale. Farmers need have no anxiety at present in regard to any difficulty in marketing their product, for cigarette tobacco alone is imported into South Africa to the extent of nearly 5,000,000 lbs., commanding an average price of 3s. 6d. per lb.

The Palgrave plantation, near Eekledoorn, has sold 20,000 lbs. of tobacco at a wholesale price of 2s. 6d. per lb., amounting to £125 per acre, for the average yield was 1,000 lbs. an acre. The demand far exceeded the supply. A Kimberly firm has offered to take 1,000 lbs. per month. As regards profits, there is no comparison between the growing of cereals and of tobacco. An acre of tobacco represents anything from 50 to 200 sovereigns at current prices, while for an acre of mealies £3 or £4 would be a fair estimate, though the greater cost in production of the former must be taken into consideration. It will be safe to assume that the present high prices are not a fixture, and that tobacco, as well as any other agricultural pursuit, must sooner or later strike its level, and it will be only by the use of the most scientific methods that large profits will be netted.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We, in the Massachusetts part of the Connecticut valley, have been getting the worst showers that it has been our fortune to see in a number of years. It commenced showering June 28, and for four days a great amount of water fell.

Tobacco is not looking so well at this time as we had hoped to see it, owing to the showers and the cold nights, but if the fertilizer is not washed away and we have some good, nice warm weather, we may expect to see some nice crops yet this season. Some fields are badly washed where the tobacco was set on side hills, but not enough to destroy the possibility of a good crop.

Our correspondents write:

Wethersfield: "The fine weather of the past week finished up transplanting. The crop has a good start and is looking fine."

East Deerfield, Mass.: "Tobacco very backward; setting just finished here. The rain so very much needed will push the crop forward very fast. I expect to see the late-set tobacco come out the best this fall, as it will grow fast from the

CAPACITY, 100,000 to 125,000 PER DAY.

High Grade. GEORGE A. KOHLER & CO. Hand Made.
Manufacturers of THE LEADING FIVE and TEN CENT CIGARS.
Superior Quality and Workmanship. Our Goods are Unexcelled for the Money.

FACTORIES: YORK and YOE, Penna.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS—The Bear, The Cub, Essie, and Matthew Carey.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn
Cable Address "CLARK."

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience
we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

start, while the early-set has started very slowly on account of the dry weather."

North Hadley, Mass.: "Tobacco is all set out in this vicinity, and hoeing is well under way. It looks well and very even, excepting some few pieces which have been troubled with cut-worms. A little more rain is needed for rapid and perfect growth."

East Whately, Mass.: "Tobacco is all set out, and the first hoeing is being done. Most of it has started well; not being troubled very much by cut-worms, it looks very well."

Hatfield, Mass.: "Setting all done, and hoeing commenced. Some have finished the first hoeing and have commenced hoeing the second time. The crop, as a general thing, is looking fine."

North Hatfield, Mass.: "Tobacco is looking fine for the time it has been set. I have heard of some hail in this vicinity and at Whately and West Whately. Just how much of the crop will be injured cannot be ascertained as yet, but probably the damage is quite light."—American Cultivator.

EDGERTON, WIS.

The buying movement is gradually closing in and but comparatively few dealers are riding the country districts, and even these complain that desirable lots are becoming harder to find. There is but little change to note in prices which are very largely for assorted goods. A few sample transactions are:

James Thompson, 30cs at 8 and 3c.
A. Asleson, 48cs at 7¾c.
C. A. Endress, 40cs at 8½c.
A. Vinegar, 7a at 7c
Geo. Meister, 20cs at 6 and 2c.
C. Busbon, 4a at 7½c.
A. J. Wagner, 10cs at 6 and 1c.
W. C. Morehouse, 40cs at 5½.

Quiet times have settled down upon local cured leaf markets and sales are confined to moderate sized lots. Warehouse handling of last season's crop has about closed at most of the packing points. Some rehandling has commenced and stripping of low grades is likely to claim employment of a good deal of the help during the summer.

Transplanting of the new crop is practically completed in most sections and rarely has the crop had a more promising showing at this date. Recent rains have helped secure a fine start of the young plants in the fields.

Shipments, 300 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 930 hhds; offerings on the breaks, 653 hhds; public and private sales, 719 hhds.

The quality was not so good this week, and but little good to fine spinning leaf appeared, which brought top prices; common to medium lugs were a shade easier, the rest of the market without material change. Receipts of loose tobacco continue full, but will soon grow less.

Shipments are large both south and east, and warehouse stocks show no increase.

We still have occasional showers, and hot growing weather.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.50	to	5.00
Common Leaf	5.25	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.00
Fine Leaf	10.00	to	12.00

HOPKINSVILLE, KY.
M. D. Boales.

Large sampling and private sales this week, Prices unchanged, being strong

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID and DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Howard & Boundary Aves.
YORK, PA.
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arentd's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and Jobbing Trade only, solicited.

on lugs, Bremen style leaf, and fine grades of leaf for wrappers. Loose floor sales continue good: Lugs, 2½ to 4c; leaf, 3½ to 7½c.

Lugs—Low, 3 to 3¼c, Common, 3¼ to 3¾c; Medium, 3¾ to 4¼c; Good, 4¼ to 4¾c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 6½ to 6¾c; Good, 6¾ to 8½c; Fine and Selections, 8½ to 12 cents.

Receipts for the week, 670 hhds; sales, 784 hhds.

Continuous rains causing rapid growth, tobacco in the fields will soon be in topping stage.

Business Changes, Fires, Etc.

Illinois

Freeport—F. A. Reed, cigars, succeeded by E. F. Green & Co.

Indiana

Indianapolis—J. A. Breeding, cigars, etc., released real estate mortgage, $1,500.

Loogootee—Wescott & Longtoft, cigars and tobacco, succeeded by Rogers & Tewell.

Massachusetts

Lawrence—Frank Lucchesi, tobacco and cigars, chattel mortgage, $400.

New Hampshire

Manchester—Herbert M. Elliott, cigar manufacturer, succeeded by Cramer & Rich.

Ohio

Cincinnati—Ogalalla Cigar Co., manufacturers, sued, $170.

Newark—R. M. Davidson, cigar manufacturer, deed, $300

Toledo—Edward Lemberger, cigar manufacturer, real estate mtge., $2,100.

Oregon

Portland—J. Spitzer, cigars and tobacco, damaged by fire. Insurance, $500.

Pennsylvania

Harrisburg—Smith & Keffer, wholesale and retail cigars and tobacco, satisfied mortgage, $5,250, against Chas. G. Smith, individually.

Reading—Born Bros., manufacturers, wholesale and retail tobacco, satisfied mortgage, $1,500.——Wm. W. Newcomet, of Newcomet & Newcomet, cigar manufacturers, dead.

Virginia

Richmond—Geo. A. Haynes, tobacco warehouse, dead.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

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H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON. D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA · PERIQUE

MIXTURE
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Rabell, Costa & Company,

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Our Specialties:

Vuelta Abajo and Santa Clara

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Post Office Box, 117.

HAVANA, CUBA.

Factories: 26 and 517 **L. E. Ryder,** 9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER—MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIV., No. 29. | PHILADELPHIA, JULY 20, 1904. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

SUMATRA TOBACCOS

AT

Reasonable Prices

Can Always Be Secured

FROM

H. DUYS & CO.

No. 170 Water Street,

NEW YORK.

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BROS. SABOROSO PHILADELPHIA CIGARS PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

PENT'S TAHOMA 5¢ PENT BROTHERS CIGARS PHILADELPHIA

E·E·KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K. WYOMISSING 10¢

As Clean as the Food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

Reserved.

ALLEN'S NAPOLEON 5¢ CIGAR
CHANNING ALLEN & CO.
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA.
Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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A STILL HUNT.

Treasury Deficit and Revenue Legislation.

THE Treasury Department at Washington has published figures showing the status of the revenue at the end of the fiscal year, which expired June 30, 1904, and which discloses a deficit of more than $41,000,000. This has already stimulated a great deal of speculation as to whether Congress is likely to consider it necessary to undertake any tariff or revenue legislation in the immediate future. It is also known that the Treasury officials have considered the question with some care, and are inclined to believe that present conditions will not be regarded as calling for action by Congress next winter, because there is no imperative demand for legislation to provide additional revenue within the next year or two, and probably not until commercial developments render it advisable to give the tariff a general overhauling.

The loss in customs receipts during the fiscal year just ended occurred early in the year, while for the month of June the collections exceeded those of the corresponding month of the year previous by about $1,000,000. It is a question as to whether the Presidential campaign and the uncertainties of the coming election will this year serve to curtail the national income from customs. Past experiences, however, indicate that no material increase can be reasonably expected before next December.

The Treasury officials seem chary about making any predictions regarding the possible condition of the revenue a year hence, although data is now being gathered to be used in the preparation of the estimate to be submitted to Congress in December.

Experts of the Customs Division have been making some interesting calculations regarding the result of the Cuban Reciprocity Treaty. The reduction in the duty on raw sugar is put at approximately, $10,000,000, and on leaf tobacco, cigars, etc., $2,150,000 making a total of $12,150,000. representing the 20 per cent. reduction on Cuban products.

It appears that the cash balance in the Treasury is sufficiently large, and that there will therefore be no occasion for special legislation relating to revenue in the near future.

—:o:—

Havana Importations.

SOME little stir was caused among the leading leaf tobacco dealers and cigar manufacturers of this city by the announcement the other day by a daily newspaper that the Treasury Department had ordered a special agent here from New York, to investigate the alleged smuggling of Havana wrappers into Philadelphia at Havana filler rates of duty. These dealers say that the amount of genuine Havana wrapper coming into Philadelphia every year is comparatively light, and that it places them under the ban of suspicion to have it insinuated that any bales or cases of tobacco had been received here under a false invoice.

The newspaper article in question says that for the first four months of the present year not a single pound of valuable wrapper tobacco was imported at this port, meaning Havana. The duty on this tobacco less the reciprocity discount, is $1.42 a pound, while the duty on the cheaper or filler variety is but 28 cents.

It is further stated that the Treasury Department officials in Washington think it unlikely that the cigar manufacturers of this city buy all their filler tobacco at home and go to New York or other markets to secure the more expensive Havana wrapper. The amount of filler tobacco received at this port from Cuba during the first four months of 1903 was 512,330 pounds, valued at $159,419. During the first four months of the present year 474,563 pounds of filler, valued at $162,488, reached here. During neither of these periods were any wrapper importations, it is said, reported.

The aforesaid article further states that these figures aroused suspicion, and that Treasury officials did not believe it possible that so much tobacco could have been imported at the Philadelphia port without the Cuban shippers consigning a quantity of wrapper. It is stated that the great difference in the duty on the two grades of tobacco led to the temptation to smuggle, and that the smugglers had probably mapped out a new line of action to hoodwink the customs inspectors. The aid of the Internal Revenue Office has been enlisted, it is said, to find out where cigar manufacturers secure their wrapper, while the special agent sent on from New York is working on independent lines.

The leaf dealers generally who were seen by The Tobacco World representative in regard to the sensational "smuggling" story, were inclined to ridicule the idea that the Treasury officials should think that the Havana wrapper imports should in any way approach those of the filler.

"Why, Havana wrapper don't come here," said one dealer, "some cigarmakers who use Havana wrappers can get a small proportion from their filler bales, by going to the trouble and expense of carefully sorting them out. They use those wrappers which are good enough for higher grade goods, and the domestic wrappers like Connecticut, or Sumatra, on their 5 cent goods. There is not enough genuine Havana wrapper imported at this port in a year to make a fuss about."

Another leaf firm stated that this city's supply of Havana wrapper probably came from New York, where the bonded warehouse facilities were superior to those of Philadelphia, according to the views of many dealers. If any smuggling was done, it was probably by way of Key West or Canada. The customs officials always have the right to examine the imported bales, and any misrepresentation can easily be discovered. These officers generally examine one bale in each ten, but are likely at any time to examine all bales in succession.

Several of the leading cigar manufacturers, when seen, said that they use Havana wrappers on their clear Havana goods. While admitting that sometimes good wrappers are found among the filler lots, at the same time considerable genuine wrapper was bought, for which the full price, including the Government duty, was paid.

The Custom House officials were reticent about the matter, and declined to be interviewed. That such an investigation was on foot was not denied.

The customs receipts at the port of Philadelphia from wrapper tobacco of all classes, for the fiscal year ending June 30, 1904, are given as $442,544, while "other leaf tobacco" paid duty to the amount of $511,528.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825
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LEWIS BREMER'S SONS
IMPORTERS OF
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322 and 324 North Third Street, Philadelphia

BENJ. LABE JACOB LABE SIDNEY LABE
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Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street, PHILADELPHIA, PA.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra*
AND
Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF **TOBACCO**
HAVANA and SUMATRA
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana
21[illegible] N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

THE REALM OF THE RETAILERS

THE VACATION.

THERE are few, if any, cigar dealers in the United States who would agree with the sage of Wall street regarding the value of vacations, yet there are doubtless many who are unwilling or unable to enjoy such a period as much as they might. There may be some who do not deem it necessary to their longevity to take any special vacation period, and are quite content with only the ordinary after hours for needed re creation, but they, we venture, are few and far between. An active retail cigar business is necessarily a nerve racking occupation, more so than many other lines of trade, and all the more urgently necessary does it become to take a little time off. If indulged in in its right spirit, it will prove beneficial to health and wealth.

• • •

RETAIL ADVERTISING.

A PENNSYLVANIA cigar manufacturing firm recently related a method they had adopted of distributing large quantities of advertising matter among their customers for the ultimate benefit of the retail trade handling their goods and stated that the plan was working charmingly and was mutually profitable. A series of transparencies had been procured in large quantities, among which were what are known as the "Darktown" series. Every recipient took care to place them conspicuously, and they also declare that not one failed to find a sudden and decided improvement in their trade, which by carefully watching it, was found to be due to the natural curiosity which had been aroused by these catchy little show signs.

It occurred to the writer that if it was found a valuable medium for a manufacturer to use in giving away because retailers wanted them, and wanted them because they were trade bringers, it should also be well worth thinking over by retailers, who might not be in a position to avail themselves of this free advertising matter, to adopt some similar method of their own. It need not be an expensive undertaking, and may prove a highly profitable piece of enterprising advertising.

• • •

WORK AND RECREATION.

WORK is recreation to the successful cigarman; he would rather work than go fishing. Still, it might be better for him to go fishing occasionally, as he would then be better prepared, both mentally and physically, to properly attend to his daily affairs.

Sporty King and Wm. Barksdale Brands

A PAIR OF NICKEL LEADERS.

M. KALISCH & CO., of Red Lion, have lately placed two new brands of cigars. of the nickel variety, on the market. The SPORTY KING was acquired recently by purchase from James Adair, also of that town, and who was engaged in cigar manufacturing until he entered the leaf trade at York, about eighteen months ago. The WM. BARKSDALE was also adopted by Mr. Kalisch a short time ago, and both are now for the first time appearing in public print. Both are being used on a nickel variety of product, and with the necessary accessories, such as suitable flaps, extension labels, trimming, etc., they present a really attractive appearance.

M. Kalisch & Co. make a specialty of five-cent goods, and have also an extensive line of what are commonly known as "2 for-5's," and are building up a trade that will soon reach very excellent proportions. Mr. K. originally entered the cigar business in 1899, in New York city, and removed to Red Lion in 1902, having since secured the cigar factory formerly occupied by James Adair, which has a capacity of 20,000 cigars per day. They cater only to the wholesale and jobbing trade, and their goods are now selling well, both in the West and in the East. They are represented by special representatives in the West, while the personal attention of Mr. K. is given to the Eastern territory.

When interviewed some days ago by a World representative, Mr. K. said that he regarded his town as an advantageous place for cigar manufacturing, as a number of really skilled cigarmakers were obtainable there, and by reason of moderate factory expenses, etc., he was able to meet successfully the severe competition of combinations and the larger factories, and that the workmanship employed on his goods was giving universal satisfaction.

While, as we have said, a satisfactory trade is already being done, yet it is opportune to say plans have been completed which will provide for a most vigorous campaign on general expansion principles, and many methods of exploitation will be adopted in the immediate future.

CANADA CLAIMS GOOD CIGARS.

THE Canadian retailer will soon be able to offer his customers a cigar, which although made entirely of Canada grown tobacco, is said to be equal to the best Havana cigar in the market. In fact, it is to be manufactured of leaf grown from the seed of the best Cuban tobacco. The seed has been sown in the Kelowna Valley of the Okanagan, a few miles from Vernon, B. C., being the first attempt to grow the fragrant Havana leaf in Canada.

The leaf is said to be so like the real Havana product that but few experts can detect the difference. A cigar factory, owned exclusively by Canadians, is manufacturing the cigars for the market, and the Kelowna Valley is said to be capable of producing 10,000,000 pounds of this tobacco yearly. With his national pride for home things, the Canadian will no doubt adopt the new cigar as his favorite, and the native cigar stores are anticipating big sales in consequence.

• • •

OFFERS BIBLE FOR TOBACCO.

A GROCERY man tells of a seedy-looking individual, with the appearance of better days in his memory, who came into the grocery, and, in the accent of the old South, asked for credit for a package of smoking tobacco. This was refused. The old man, who wore an ancient silk hat and a long frock coat, turned away with a sigh, but returned shortly with a pained look and a copy of the Bible.

"My name is Rust, suh——"

"You look it," the grocer interjected.

"I am a brother, suh, of General Rust of Miss'ippi, suh, and not in the habit of making propositions of this kind, suh. But if you will take this book, suh, in pledge, and trust me for the smoking material, suh, I pledge you the honah of a Rust, suh, that I will redeem it in a very few days."

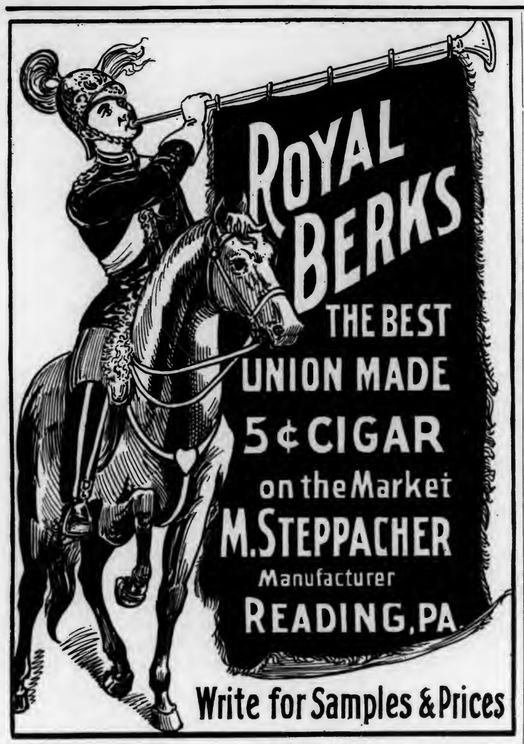
And yet the grocer refused to part with the "noxious weed."

Again the old man turned away and with a sigh remarked:

"Well, suh, if you won't take my word nor the word of God eyether, I presume that it is best to close these negotiations. Good day, suh; good day."

"That was too much for even as hard-hearted a man as I am," said the grocer. "I called the old gentleman back and made him happy with a package of tobacco, and I didn't keep his Bible, either.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



Write for Samples & Prices

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

Among Pittsburg Stogie Manufacturers.

Pittsburg, Pa., July 18, 1904.

SAMUEL SMITH & SON.

There has been created just as much competition among the manufacturers of the alluring stogie as in any other brands of the tobacco trade, and this competition is just as keen in Pittsburg as it is anywhere, although but a comparatively small proportion of the Pittsburg products is consumed at home, the sale for stogies having been extended all over the country and they also figure in the export trade to some extent. These facts have led to vastly improved methods of manufacture and a more carefully defined system of operation, to accomplish which requires diligent effort, time and expense, yet Samuel Smith & Son have mastered the intricacies so minutely that their business is now running along in an easy way and making a steady and substantial progress. Mr. Samuel Smith, of this firm, has spent his entire life in the business, and by enterprise and push he has built up a trade which he can refer to with much pride. Mr. Sidney Smith, the junior member of this firm, is now the general office manager. They operate a force of nearly fifty people on an open shop system. Among their special brands are the Little Prince, East Jefferson, Pan American and a large number of other brands representing an extensive line of goods.

• • •

GEORGE STEUERNAGLE.

Quite prominent in the local trade is Geo. Steuernagle, at 2103 Pennsylvania avenue, who succeeded to the business of the late H. Kirkpatrick, whose patronage was among the most desirable in the city. Mr. Steuernagle is among the aggressive manufacturers, whose advancement has been won by his personal efforts and close attention to his business interests. A large and general line of goods is being made, but a special effort is centered on the Dela Flora and Cuban Star brands, which are very attractive. In addition to a growing manufacturing business, Mr. S. also does quite a large jobbing trade. Miss Elizabeth Steuernagle is efficiently managing the office affairs.

With Ohio Toby Manufacturers.

Bethesda, O., July 16, 1904.

T. M. KILDOW CIGAR CO.

Bethesda has long been known to the trade as the home of the Kildows, who were among the pioneer toby manufacturers of Ohio. T. M. Kildow, the head of this widely known family, began the business thirty years ago in a very modest way, but fortune seemed to favor him from the beginning, and, while he has practically retired from activeity in the cigar trade, the industry remains as a monument to his enterprise. The T. M. Kildow Cigar Co. was recently organized to succeed Mr. Kildow. The firm consists of C. A. Kildow and W. T. Bolon, son and son-in-law, respectively, of T. M. Kildow, who had become president of the First National Bank of Bethesda, and is now devoting much tiine to that institution since he has retired from active mercantile pursuits.

T. M. Kildow is also the father of W. H. Kildow, of Tiffin, O., where he also operates a very extensive factory.

Mr. Kildow Sr., was the originator of what has become known as a cigar shaped stogie, and it was really this that formed the nucleus of his success in the cigar trade.

Messrs. C. A. Kildow and W. T. Bolon, who constitute the new firm, the T. M. Kildow Cigar Co., are both young men, thoroughly practiced and highly energetic, which bespeaks for them a continued success. The business is to be continued along the well established lines inaugurated by the founder of the enterprise.

They have virtually at their command four distinct plants, giving them a more than ordinary capacity. The factory occupied by them is a well equipped plant of large dimensions, and it is conducted on the union system.

The product is largely hand work, and a very large and attractive line of goods is offered. Their goods are sold through the wholesale and jobbing trade.

• • •

C. O. KELLY

has also been engaged in the stogie trade for the past eight years. He manufactures principally medium and lower priced goods.

He occupies a two story frame building and employs 30 hands, with an output of 20,000 per day.

• • •

THE CRAIG CIGAR CO.

This concern is a younger establishment than the Kildows, but it also is among the active houses of this growing town. They make principally the cheaper grades of goods, but have a large line to offer, in many different brands, which include their Cuban Beauties, White Balls, Havana Queen, Gold Leaf Havanas, Little Giants and others.

• • •

M A. LAWS,

who was formerly also located here, has removed his factory to Canal Winchester, O. Mr. Laws is building up a desirable class of trade on his products,

OUR TWO BIG SELLERS

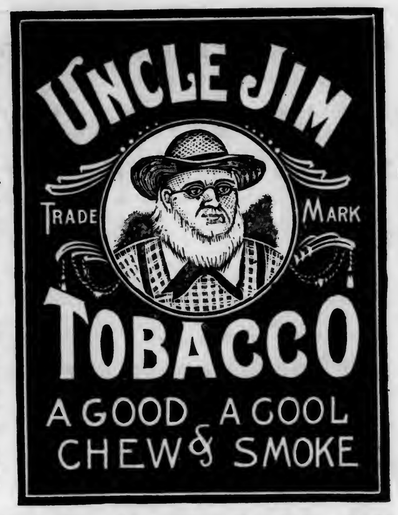
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

and is giving special attention to his factory needs—personally supervising the work rooms.

• • •

THE PINKERTON TOBACCO CO., of Hot Ball fame, is having a good steady trade. Capt. John W. Pinkerton is president of the company, and his son, John W., Jr., is treasurer. Capt. Pinkerton is one of the most highly interesting personages of the tobacco trade. He is a veteran of the civil war, having served with the colors three and a-half years and made a number of narrow escapes, in one instance having come out of battle with but ten men left in his company. He could no doubt give a clearer meaning of a "Hot Ball" than almost any one else, but the "Hot Ball" of the Pinkerton make is a piece of sweet scrap chewing tobacco put up in three ounce packages. The goods are on sale throughout the country.

TOBACCO FACTORY AT CINCINNATI.

To Make Scrap Goods—Union Label.

Cincinnati is soon to have another sweet scrap tobacco factory, which will use the union label on its product, a charter having been last week obtained for the Queen City Tobacco Co. which was incorporated with a capital of $50,000. The incorporators were F. W. Galbraith, Jr., John M. Fleming, W. J. Davidson, Otis H. Fish, and Philomel Stanberry, Jr. F. W. Galbraith is the head of the enterprise, and a location has been secured at Sixth and Baymiller streets. Plans have been laid for an active business, and a good force of tobacco workers is to be employed at once.

—The Oxford Cigar Co., of Paterson, N. J., was incorporated with a capital of $5,000, to manufacture and sell cigars, by Bernard Freeney, Maria Freeney and Thomas Freeney, all of Paterson.

—Graham & Seiss, have formed a partnership and opened a cigar factory at 116 South Washington street, Owosso, Mich.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia. 6-22-tf

LEAF TOBACCO SALESMAN—experienced, and well acquainted in Philadelphia, Pennsylvania and Maryland, is open to engagement with house carrying a general line. Address SALESMAN, Box 135, care of The Tobacco World. 7-6

FOR RENT—Well equipped Cigar Factory in First District; good railroad and other facilities. Will sell equipment if desired. Address MANUFACTURER, Box 133, care Tobacco World, Phila. 7-13-m

WANTED—Cigar Manufacturer to furnish stock for mold work; first-class workmanship; shaper or dry work. 7-6 JOHN S. WEAVER, Vita, Pa.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave.. NEW YORK.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Combination SCRAP --Filler--
We Make Them for
6, 7½, 9, 10 and 12 cents.
J. L. METZGER Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FREIGHT HANDLERS' STRIKE STOPS BUSINESS.

An Attempt to Have Only Union Labor on the Docks Blocks Trade, But is Not Victorious—General Trade News of the Week.

HAVANA, July 11, 1904.

While the news of the settlement of the Tampa strike has been hailed as a happy event the strike of the lightermen, stevedores, freight handlers on the docks and the carmen in Havana has paralyzed the export business not alone but also the interior traffic in the city, as the tobacco coming from the country by the railroad and by coastwise steamers cannot be discharged and deposited in the warehouses. The cause this time is not for higher wages or shorter hours, but that the Custom House shall not have the say in the matter as to whom it will distribute the distinctive brass badges that admit the frieght handlers and porters to work on the docks, but that a committee of the Federation of Labor of the Port of Havana shall be the only authority to admit the persons it sees fit to do the work. The point in dispute is that the merchants shall not be allowed to send any of their salaried men to the docks to handle their own merchandise, but that only the Union help shall be admitted. The Produce Exchange, shippers, steamship agents and the merchants in general are bound to dispute this senseless demand of the laborers, and it is to be hoped that a prompt solution will be found to end the temporary deadlock in business.

The market during the past week has been moderately active, and only the absence of sufficient buyers from the North has been the cause that transactions have not been more numerous. Every one of the buyers who have been here so far speak in glowing terms of the unexceptionally fine quality of the 1904 Vuelta Abajo crop, which has a higher aroma than last year's growth. This holds particularly true of the "Tierra Llana" or lowland part of the Vuelta Abajo while the hilly or "Lomas" sections closely resemble the 1903 crop. Although the former district has given a leaf of more quality it is nevertheless curing splendidly, and may be fit for working sooner than it was at first expected, while on the other hand it will have sufficient body to keep without deterioration. The local Havana manufacturers surely ought to know it better than anybody else, and when they pronounce the crop as excellent, and prove their faith in it by buying up nearly all of the most famous vegas at top prices, they have demonstrated a fact that cannot be disputed. There are some fine light colored wrappers this year, although not sufficient to supply the ever increasing demand, and for this reason the light Partido wrappers have been eagerly sought after. The shade grown tobacco in the island of Cuba has its friends and also some doubters still. The latter admit that at first sight the leaves appear to be perfect, but it is claimed that the gloss will not stay and that part of the aroma is gone, as is the case with all artificially grown plants.

Calixto Lopez & Co. who are large growers of shade grown tobacco upon their farm "Guainacabo," near San Luis, have the idea to issue a challenge to all local cigar manufacturers by depositing 3,000 cigars at a cost of $250 per thousand, and then let a competent jury decide which manufacturer has produced the finest cigars in looks, taste and aroma, the winner to receive the value of the competing cigars, thus settling the question of superiority, equality or inferiority of the shade grown experiment. It remains to be seen, however, whether the manufacturers here will accept the challenge or not. The smoking public, on the other hand, will not be slow in forming its own judgment. That there is a difference between the cheesecloth product of the Vuelta Abajo and Partido districts goes without saying.

The new Remedios tobacco is beginning to come in from the country and appears to have a good heavy quality, just what is wanted for the North for mixing purposes. As the yield, however, is not as good as was expected the cost price to the packers may be very high indeed for the first and second capaduras.

Sales last week were 2,824 bales in all, or 1,334 of Vuelta Abajo, 1,015 of Partido and 475 of Remedios. The United States purchased 1,055, Europe 500, and local factories 1,269 bales.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Cable: CIFER. Habana, Cuba.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

Buyers Come and Go.

Arrivals—A. Winterberg, of Montevierno & Co., Tampa and New York; Harry Erlich and J. S. Janover, of the Erlich Mfg. Co., New York; Enrique Henriquez, of the Teodoro Perez Co., Key West.

Departures—A. Winterberg for Tampa; Pepin Rodriguez, of the Romeo y Julieta factory, for Europe via New York.

Havana Cigar Manufacturers

have not felt the quickening pulse of a revived demand from the North or abroad, although Germany is said to have laid down orders for the new crop cigars.

H. Upmann & Co. added 800 bales additional to their exclusive holdings of choice Vuelta Abajo.

Cifuentes, Fernandez & Co., of the Flor de Tobacos de Partagas & Co, are fully occupied with orders for all countries.

Rabell, Costa, Vales & Co., of the Ramon Allones factory, are likewise in receipt of good orders from the United States London and South America.

Crepusculo, of J. F. Rocha & Co., will start working new tobacco next Monday week. They just shipped 40,000 cigars for Valparaiso, besides having good orders for Nene and Jefferson from the United States.

Sol has sent away some sample cases of new cigars to satisfy the curiosity of their European friends. The cigars looked fine when packed, and ought to give satisfaction. Behrens & Co. have good orders from Germany and the United States.

Enrique Dorado & Co., makers of El Rico Habano, have increasing orders from the United States and Canada.

Remigio Lopez & Hno. have started to work the new leaf upon their La mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

Bruno Diaz & Co. sold 464 bales of Vuelta Abajo and Partido to their various customers.

H. Upmann & Co. shipped 350,000 cigars this past week.

Sobrinos de A. Gonzalez did not wish to state the number of bales turned over this week, but it is known that they must have made contracts to deliver at least 1,500 bales of Vuelta Abajo and Partido from their packings, as fast as they shall arrive from the country.

Rodriguez, Bautista & Co. turned over 350 bales of Partido from their escojidas to a northern buyer.

Fernando Fernandez y Hno. received this week 1,200 bales from the country, principally Vuelta Abajo, and only a small part from their Partido packing.

Muniz Hnos. & Co. disposed of 300 bales of Vuelta Abajo to a local factory, while their receipts from the country, Vuelta Abajo and Santa Clara, amounted to 500 bales this past week.

Jose F. Rocha closed several transactions in Vuelta Abajo, amounting to 287 bales.

Jose Menendez sold various vegas of Vuelta Abajo and Partido to Tampa and New York buyers, but was requested not to give details.

Miguel Perez disposed of 240 bales of Vuelta Abajo and Remedios to Northern buyers.

Voneiff & Vidal Cruz are now working hard in their two escojidas in Hoyo Colorado, while they still keep a deposit of their bundled tobacco in Marianao, Their Vuelta Abajo packing is also progressing favorably. They have several shipments pending for Tampa which they have been unable to get off this week on account of a strike at the docks.

Jorge & P. Castaneda turned over 220 bales of their fine Tumbadero packings.

Loeb Nunez Havana Co. sold and shipped 150 bales of Remedios.

A. M. Calzada & Co. executed orders for their customers in buying 150 bales of Remedios.

Sobrinos de V. Diaz are receiving weekly shipments from their several escojidas in the Vuelta Abajo, Partido and Santa Clara provinces. Don Narciso Gonzalez has just returned from his trip to the Vuelta Abajo, and where he purchased several vegas of San Luis Vuelta Abajo.

Rabell, Costa & Co. sold 86 bales of Vuelta Abajo the past week. They are receiving every week now good sized lots of their "tierra llana" and Montezuelo packings, of which they have already a fair selection of completed vegas in their warehouse, 199 Manrique street, amounting in all to over 2,000 bales. Some of the vegas are of the temprano growth and will be ready to work very soon. Their Partido escojido is now finished and has some beautiful wrappers, as fine as any ever grown.

P. F. Carcaba disposed of 95 bales of Vuelta Abajo and Remedios. The buyer, Don Jesus Pando, has just returned from the Vuelta Abajo, where he secured between 400 and 500 bales of the best San Luis and San Juan y Martinez vegas. He paid as high a price as any buyer, as one vegas cost him, including colas, $115 per bale.

Receipts From the Country

	Week Ending July 9. Bales	Since Jan. 1. Bales
Vuelta Abajo	9,845	59,386
Semi Vuelta	605	3,967
Matanzas	—	112
Partido	2,492	26,984
S. Clara & Remedios	2,116	9,868
Santiago de Cuba	—	242
Total	15,058	100,559

Later.—The strike has been called off and this morning everything was life and bustle again to make shipments and receive tobacco from the railroad and coastwise steamers. The strikers had to give in as the question of the brass badge dates from the time of the American intervention, and only the Cuban Congress has the right to modify this ruling.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 03 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

S. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nargi.
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
SIGMUND H. SMITH
ELIOT SMITH
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose HAVANA, CUBA.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending July 16, 1904.

Havana—Jas. E. Ward & Co., 10 trunks cigarettes, 5 bundles leaf tobacco, 45 do. scrap tobacco, 1 case cigars and cigarettes, 1 package sample tobacco.

Liverpool—American Tobacco Co., 28 cases tobacco, 97 do. cigarette paper.

Vera Cruz—Jas. E. Ward & Co., 12 cases cigars.

SUMATRA TOBACCO.

Str. Potsdam, arrived July 12.
(251 bales; 28 cases; 10 packages.)

S. Rossin & Sons	102 bales
H. Duys & Co.	43 "
A. Cohn & Co.	37 "
Leonard Friedman & Co.	17 "
E. Rosenwald & Bro.	16 "
G. Falk & Bro.	16 "
O. Malchow & Co.	9 "
F. & E. Cranz	6 "
Company's General Agent	5 "
Brown Bros. & Co.	28 cases
Order	10 pkges

HAVANA TOBACCO.

Str. Mexico, arrived July 12:
(174 bales)

Calixto Lopez & Co.	160 bales
J. E. Ward & Co.	14 "

Str. Monterey, arrived July 15:
(473 bales.)

Jas. E. Ward & Co.	127 bales
B. Rosenbluth	107 "
M. Stiner & Sons	59 "
Garcia, Vega & Carcaba	50 "
F. E. Fonseca & Co.	48 "
A. Murphy & Co.	32 "
E. Regensburg & Sons	30 "
Hinsdale Smith & Co.	10 "
Montevirno & Co.	10 "

HAVANA CIGARS.

Str. Mexico, arrived July 12:
(435 cases.)

J. E. Ward & Co.	216 cases
Havana Tobacco Co.	156 "
G. S. Nicholas	21 "
J. Garcia & Bros.	17 "
Waldorf-Astoria Segar Co.	8 "
Park & Tilford	6 "
Canadian Pacific R. R. Co.,	5 "
G. W. Sheldon & Co.	4 "
Boos & Co.	1 case
M. D. T. Co.	1 "

Str. Monterey, arrived July 15:
(44 cases.)

J. E. Ward & Co.	20 cases
National Cuba Co.	7 "
Park & Tilford	6 "
G. S. Nicholas	6 "
E. A. Kline & Co.	3 "
S. Goldstein	1 case
Frisch Cigar Store Co.	1 "

GROSS BUYS KEWANEE FACTORY.

J. P. Gross, a cigar manufacturer at Third and Chestnut streets, Kewanee, Ill., has bought the business, stock and fixtures of the Kewanee Cigar Company of that place, and will consolidate the same with his former factory. The Lumo, heretofore made by the Kewanee Co., will be continued in addition to Mr. Gross' locally popular brands, the Gross and La Florida, the latter being a 10c product.

WEST CHESTER'S INDEPENDENT JOBBERS.

Steele Bros. Issue New Circular.

Steele Bros., of West Chester, Pa., have distributed a circular very extensively in their section calling attention to the fact that hereafter they will handle only independent made goods. The following is the circular:

DO NOT
DESTROY COMPETITION
If You Are With Us Read This Circular

Then tell your friends to use only "anti trust" brands of chewing and smoking tobacco, cigars, cigarettes, snuffs, etc.

We are selling nothing but "anti trust" goods, so help us by discontinuing the use of all goods manufactured by the trust. In doing this you will not only aid a good cause but will get quality and quantity, and a far superior tobacco. We are offering "anti trust" goods in place of trust goods and ask for your patronage.

The trust has refused to supply jobbers handling independent cut plugs, thus trying to debar the independent goods from the market. If they succeed, competition will be killed, and thus the quality of all tobacco goods be impaired.

Now Help Us Down This Great Monster
"The Trust"

We can give you far superior goods for the same money. Why not patronize us and give us your trade?

We offer 5-cent cigars, five for 25 cents, and a good cigar six for 25 cents. Our smoking and chewing tobaccos are always fresh. See that your dealer handles "anti trust" goods. We can supply their wants.

STEELE BROS.
West Chester, Pa.

Cigars, Tobacco, Cigarettes, Etc.
Anti Trust Jobbers.

When interviewed by a World representative, Mr. W. C. Steele stated that his firm had been invited by a representative of the American Tobacco Co. to join them under their recent special rebate proposition to exclude independent brands of plug cut and fine cut tobaccos, but that in view of the fact that they then had in stock 87 brands of combine goods and 86 of independent goods, they decided to continue to sell independent goods, and that since that time they had further decided to voluntarily discontinue all goods not made by independent factories. He further stated that they had felt a stimulus in trade conditions in their sections.

—The Havana Cigar Co., of Coshocton, O., was incorporated last week, with a capital of $20,000, by E. J. Haines, James Hogan, Charles Weaver, E. H. Wilson, and E. C. Rinner.

—W. B. Kildow will open a cigar factory at Maroa, Ill., about August 1. Mr. Kildow was formerly at Arcola, Ill., but for some time was foreman of a cigar factory at Maroa.

TOBACCO NEWS OF GREATER NEW YORK

NATIONAL ASSOCI'N. OFFICERS.

The National Cigar Leaf Tobacco Association is again thoroughly organized, with a full complement of executive officers. The Board of Directors has elected Mr. A. Bijur, of the leaf firm of I. Bijur & Sons, as president, and Louis Newburgh, of the Louis Newburgh Co., of Cincinnati and Hamilton, O., as vice president. Under the rule requiring the secretary to reside in the same city as the president, Mr. James Brown will in all probability be asked to resign, and it is generally conceded that S. H. Koenig will be again prevailed upon to accept the post.

While the association was practically without an official head for a little more than two months, it is to be cangratulated upon the final choice, both its president and vice president.

MR. A. BIJUR,
President National Cigar Leaf Tobacco Assodiation.

Mr. Bijur is one of the younger members of the leaf trade, and is in every way eminently fitted for the work. He is not only capable, but is keenly energetic. The deep interest in the welfare of the association which he has already manifested will no doubt become more clearly discernable.

Mr. Louis Newburgh has upon several previous occasions wielded the national gavel with vigor and fortitude. That be is no novice is well known. He has been an industrious worker on behalf of the association, and his energy and reputation are well and favorably known to all.

• • •

Conditions in the leaf market have been passably good, and in fact some improvement was noted during the past week. A considerable quantity of Connecticut broad leaf has changed hands, with an increasing demand for 1901 (Pa.) broad leaf.

Sumatra is still more or less active, with an exceptionally large business being done by some houses.

In Havana tobacco the trade is rather quiet, with sales of moderate sized lots only.

• • •

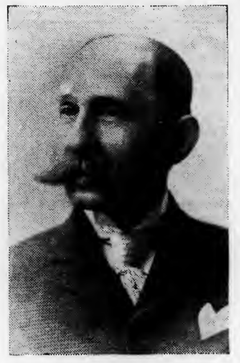
The announcement of the dates of the fall inscriptions does not seem to have aroused so much interest this year, for the reason, first, that a great many houses secured a fairly abundant supply at the opening inscriptions, and secondly, because it is not believed likely that any more suitable goods will be offered than were on sale this spring. The coming inscriptions will take place on the following dates: In Amsterdam on Sept. 16, 30, and October 21 and 28, and at Rotterdam on Sept. 23.

• • •

Cullman Bros. have secured the services of Louis Behrens, who was for a score or more of years connected with Weil & Co., Havana Importers of this city. Mr. Behrens has already entered upon his duties with his new house.

• • •

B. J Straus, with Bustillo Bros. & Diaz, clear Havana cigar manufacturers, accompanied by Jose M. Diaz, of that



MR. LOUIS NEWBURGH,
Vice President National Cigar Leaf Tobacco Association.

firm, visited Philadelphia last week, on an important mission.

• • •

Chas. E. Michael, a leaf tobacco curer and resweater at 173 Front street, this city, is placing on the market a new product for curing must on leaf tobacco and to improve the quality on the leaf. This preparation, which is a fluid extracted from certain herbs, is said to be a very meritorious article. It is black in color and highly aromatic. Much experimenting has been done with the product, and a number of manufacturer and leaf men are prepared to testify that it fully justifies Mr. Michael's claim for it.

• • •

The Havana cigar manufacturing firm of Perez, Rodriguez & Co., of 204 Pearl street, dissolved. Mr. Manuel Rodriguez retires from the firm, and the business will be continued by Mr. Marcelino Perez, under the style of Marcelino Perez & Co. They will continue the old brands of Tuval and Marcelino.

• • •

Chas. J. Waxelbaum, of A. Cohn & Co. returned to New York last week on the Kaiser Wilhelm der Grosse, having attended all of the spring inscriptions of Sumatra tobacco both at Amsterdam and Rotterdam, where he secured a large supply of Sumatra for the extensive patronage of his house.

Philadelphia Tobacco Trade.

BROTHERHOODSALECONFIRMED

The sale of the Brotherhood brand of cut plug tobacco to the American Tobacco Company is now confirmed. This brand had been placed on the market by the Brotherhood Tobacco Co., of which Mr. Gustav Hoch was the dominating power, and it gained steadily in popularity until its sale became a more or less important factor in the local field. It did not, however, attract any general attention until it began to play an important part in the New England trade. Notwithstanding an edict against independent-made brands of plug cut and long cut tobacco which had been promulgated in the New England States, the Brotherhood brand continued to be a good seller, and it is believed to have been owing to this fact that its purchase by the American Tobacco Company was decided on. It is also known that the factory which had heretofore made the goods offered to meet the price agreed to be paid by the American, but a contract covering its sale had already been entered into.

T. & O. FACTORIES VERY BUSY.

The Theobald & Oppenheimer Co. has resumed one of its busy seasons, which started in as soon as stocktaking had been completed. The rush struck the country factories especially, and, as a result, the Quakertown and Milford Square factories each had to advertise for 100 new cigarmakers. At the Telford factory things are also very busy, the orders exceeding the output. J. N. Kolb has returned from a trip to Connecticut. John T. Dee is in Europe on a vacation trip.

LIFSHETZ FACTORY MAY MOVE.

There is some talk of M. Lifshetz, the cigar manufacturer, moving his factory from Tenth and Arch streets to a place uptown. Nothing, as yet, has been definitely decided upon, as Mr. Lifshetz hopes to make satisfactory arrangements with other tenants in the present building to make way for him, so that he can increase his present floor space.

If this plan cannot be brought to a satisfactory settlement, then the factory will have to move, as it is at present taxed beyond its capacity. It was intended to add a gallery and an additional floor this month for the accommodation of more cigarmakers, but a tenant who has stood in the way declines to move before his lease has expired.

Mr. Lifshetz has received the new label of his latest conception, the Miss Mantell cigar. This cigar is made of Vuelta Abajo tobacco, and ranges in price from $45 to $80 per thousand.

With Manufacturers and Jobbers.

Edward W. Conway, the Western distributors for the Bayuk Brothers Cigar Company of this city, are sending east enough orders to keep cigars of the Havana Ribbon order completely "pooled." Heretofore Bayuk Brothers have been able to keep 250,000 cigars in stock, but lately their stock has scarcely amounted to 8,000, the output every two weeks amounting to large figures.

One of the most extensive advertising firms in the cigar manufacturing business is probably A. S. Valentine & Son. They have just placed an order for a large number of costly Paul Jones, Betsy Ross and Tirador signs. They are large, embossed lithograph chromos, some on varnished board and framed and others are on illuminated glass. Valentine's have an immense, electric Paul Jones advertisement near Young's Pier, Atlantic City.

Frank Teller, of the cigar manufacturing firm of Frank Teller & Co., spent part of the week at Atlantic City.

Channing Allen, of Channing Allen & Co., cigar manufacturers, was at Wildwood and Hollybeach during the week looking up his trade between Cape May and Atlantic City. Last month was the firm's banner month of activity during its existence.

W. K. Roedel began an aggressive campaign towards extending the popularity of his well known cigars during the past three weeks by putting on three additional experienced salesmen. These extended the business in Atlantic City and many suburban towns, of the Philadelphia, Senorita, Key West, Cuban Star and Flor de W. K. Roedel cigars.

Weiner's No. 10 cigar, signifying the name of that manufacturer's store on North Eleventh street, is a popular favorite in that neighborhood.

George Valentine, of the firm of A. S. Valentine & Sons, went to New York this week after a brief rest following his attendance of the convention of the Mystic Shriners, at Atlantic City.

J. S. Geller, Sons & Co., never backward in pushing forward independent goods, have a new ticket contest to increase their sales. The prize is a set of genuine cut glass ware, and a numbered ticket is given out with each purchase of five cents worth or over. The ticket containing the lucky number selected

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

will win the set. The Gellers have put out a new cigar on the market and as it contains the goods and is made by a well known manufacturer, it is bound to succeed. It is called the Big G, the letter standing for the name "Geller" and is made up in three sizes, special, perfecto, and londres. It is from the factory of W. K. Gresh & Sons, of Norristown, who have made their name among manufacturers. About August 1, Gellers will take the agency for Walter S. Bare, of Lititz, Pa., of the Doctor cigar, a new candidate for the consumers' favor. Gellers' sales of independent tobacco goods continue to be heavy and the recent agitation against alleged "trust" methods have been good for their business.

Brisk business continues to mark the affairs of the Vicente Portuondo Cigar Mfg. Company, and the working force of the factory is steadily being increased. President Shwab returned from his extensive tour through the South.

Louis H. Eisenlohr has returned from a very successful trip to Washington. Just at present the factories of O. Eisenlohr & Bros. are very busy, and the amount of stock on hand is much below the average.

Business at the factory of the Juan F. Portuondo Cigar Company is said to be on the increase, in fact, it is so much better than last year that the management have reason to congratulate themselves.

M. Scheinfeld, an important South street jobber and dealer has put in a line of the Opia 5 cent cigars made by Barnes Smith & Co., for which the Catlin Tobacco Co. recently took the distributing agency in this city.

A. Bendon, at Fifteenth and Ellsworth streets, does not speak any too encouragingly of general trade conditions, although he says he feels rather fortunate in having several brands on the market that are pretty well established and meeting with a steady sale. These are the Nodneba and Clinic in 5 cent goods and the La Prezella in 10 cent. He commenced the business about twenty-five years ago, and with the exception of a period of eight years—from 1885 to 1893—he has been at it steadily. It is possible that he may launch a new brand in the fall.

Among the Retail Trade.

It is reported that an independent exhibit of tobacco goods may be held in the city during the fall. It is said that more than one hundred manufacturers of independent goods, including cigars, have signified their willingness to take part in the display, and that it is likely that speakers from both political parties will be engaged to make anti-monopoly speeches.

W. H. McBirney, with F. Garcia & Bros., was in town during the week with a new line from the house of Lozena, Nistal & Co., of Tampa. This line is pronounced to be one of the finest to be found in the cigar market.

Among the visitors to the local tobacco trade during the week were B. W. Russell, of the Havana Tobacco Company; Lee Weiss, of the National Cuba Company; T. E. Bowen, of Guerra Diaz & Co., of Tampa, and William T. Taylor, of the Anglo-Egyptian Cigarette Company of New York and also representative of the Romeo and Juliet factories.

W. Y. Conners, of the Amo, Ortiz Company, was in town, during the week.

Wm. C. Steele, of Steele Bros., manufacturers of cigars and jobbers in cigars tobaccos and cigarettes, at Westchester, was a visitor in Philadelphia last week.

An important change has taken place at E. A. Bowkers & Co.'s cigar department. J. M. Anathan, who has been the manager of that department for some years has purchased that particular department and will conduct it as a separate and individual enterprise and proposes to carry a line of the finest goods only.

The new cigar store of Yahn & McDonnell, at the northeast corner of Fifteenth and Chestnut streets, was about a week late in its informal opening, on account of the tardiness of the contractors in completing the interior. The store, described previously in these columns, is one of the prettiest in the city. The volume of business done during the first week was far larger than their sanguine expectations, and has no doubt been highly encouraging.

Leaf Dealers' Jottings.

E. A. Calves & Co., the importers, report a steady business and fair actively all along the line. Salesman Myers is doing well in the East, while the same can be said of Salesman Martinez, who is covering Pennsylvania territy. After a trip to Canada, E. E. Hershey has gone on to Chicago, where he has been handling fair sized orders.

J. S. Billington, a leaf dealer of Corning, N. Y., was in town during the week on business. He extended his trip to Atlantic City.

Wm. Applebach, with the J. L. Metzer

AMERICAN EMPIRE

TEN CENTS

Jno. F. Shotz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

FIVE CENTS

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

C. A KILDOW W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade.
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — Marietta, Pa. — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

Tobacco Co., at Lancaster, was in town during the week, with new crop for sale. Mr. Applebach has generally been a buyer dealing heavily with the growers.

L. P. Kimmig, of L. P. Kimmig & Co., has been busy at Lancaster for the past week sampling the 1903 crop, which is turning out finely. John D. Konold, who had returned from an extensive trip as salesman for Mr. Kimmig was in charge of the office during the week. Alfred Penner, the office clerk, is off on a two weeks vacation on a farm near Atlantic City. On his return he will take to the road.

F. Eckerson & Co. are among the leaf dealing firms reporting an improvement in business during the past week. Trade has been good, with fair promises for the few dull weeks yet to come.

Benjamin Labe, of Benjamin Labe & Sons, leaf dealers, who was one of the principal American bidders for Sumatra at Amsterdam during the past year is expected to arrive in Philadelphia during the first week in August. Sidney Labe took a trip up the State during the week, while Jacob Labe started on a tour of the west. This firm continues to do a satisfactory business in Sumatra.

Arthur Loeb, son of Leopold Loeb & Co., returned to Philadelphia on Tuesday of this week from his trip to Europe, where he ably represented his firm at Amsterdam during the inscriptions of Sumatra tobacco.

Chas. Robinson, with the Amsterdam Sumatra Company, is at present getting new trade in Chester, Wilmington and the south. His orders for Ohio goods are scarcely filled fast enough.

REDUCTION IN BRITISH TAX ON UNSTRIPPED TOBACCO.

Cut to 3 Cents on Stocks Held Prior to April 20.

London, July 18.—During the debate on the Finance Bill in the House of Commons today Auston Chamberlain, the Chancellor of the Exchequer, announced a reduction of the additional taxation on unstripped tobacco from six cents to three cents on stocks held previous to April 20, with the object of preventing hardships to manufacturers with large stocks in bond. The duty on the unstripped tobacco remains at six cents.

TRADE-MARK REGISTER.

BRADFORD. 14,513
For cigars, cigarettes, cheroots, stogies and tobacco. Registered July 14, 1904, at 4 p m, by Ph. Margolies, Philadelphia, Pa.

BUR. 14,514
For cigars, cigarettes, cheroots, stogies and tobacco. Registered July 14, 1904, at 4 p m, by Ph. Margolies, Philadelphia, Pa.

GARAGANTUA. 14,515
For cigars, cigarettes, cheroots, stogies and tobacco. Registered July 15, 1904, at 9 a m, by Marcus Ausschnitt York, Pa.

G. MINE. 14,516
For cigars. Registered July 15, 1904, at 9 a m, by K. Hendrich's Sons, Baltimore, Md.

PENNY IKE. 14,517
For cigars, cigarettes, stogies and tobacco. Registered July 15, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

PLANETS, (design herewith). 14,518
For cigarettes. Registered July 16, 1904, at 12 m, by E. W. Lord, Philadelphia Pa. Design and trade mark: Illustration of the Zodiac in centre of

design; the word "Planets" above illustration of signs of the Zodiac; the word "Cigarettes" below same; the word "Turkish" to left of same, and the word "Tobacco" to right of same; the whole surrounded by a plain border.

BILL SAMPSON. 14,519
For cigars. Registered July 18, 1904, at 9 a m, by J. H. Doyle, Burlington, N. J.

SEARCHES.

Calendar, Susie, Capt. Lawrence, Mint, Seven Stars. American Star, Golden Star, National Star, Leading Star.

TRANSFER

El Togo, Admiral Togo, and La Flor de Togo, registered March 12, 1904, by L. A. Kramer, Lancaster, Pa., were transferred to G. W. Gable, Windsor, Pa., July 14, 1904.

CORRECTION.

Pinko, registered for cigarettes, July 12, 1904, by Peter McGuigan, Red Lion, Pa., should have been also for cigars, cheroots, stogies and tobacco.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
Packer of
I. H. Weaver, Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

A Cordial Invitation.

One of the staff of The Tobacco World who travels principally in the "Garden of Pennsylvania," has made himself solid in that neighborhood, as the following letter bears witness:

——— Lankaster Co., Penna.
July the 9th, 1904.

Deer frend—I sit down to rite you a few lines to let you no that ve are all vel und hope you are shust the same.

Liza sed i should petter rite quick und let you no that ve got your letter alretty yet. You must come up now purty quick somedime und fetch your family. Your girl can have fun up here now, ve have blenty ripe cherrys und they vould be soon all, your girl would 'joy herselfef.

But you ask for the tobacco prospeck. Vell, ve don't have so much this year as ve uster have. Ve sold all ve have last year, but the tobacco beebles didn't bay nothin for our tobacco und they didn't vant to take all vat they got, so i don't think the farmers vill have so much this year. ve vent to work und blanted a big biece of the tobacco batsch mit peans und tomats big red ones. at efrete (Ephrata) ve have a cannin factory und they vill take all our peans und tomats und bay pig brices. Blenty farmers are going to raise tomats too.

The tobacco blants are pig alretty. Ve don't have so much trubble mit the vorms ve got them purty skeered mit boison.

Ve have blenty cherrys ve don't have time to bull them all und now some are sboiled. If you comes up you can have them for nothin.

Jonas didn't have no luck mit his tobacco last year, but he says he vill have more this year, near five akers

Ve have blenty rain now yet, bud it's not good for makin hay. Ve commense to harvest the 4th of July und then me und the poys vent down py the konestogo (Conestoga) crick swimmin und shooted fire krakers. Eli fetched a pig pox full out from lankaster ven he comes home but now they they are all yet.

Jonas pull proke loosed the other day und purty near made trubble Lizzie had to call the men in the field to ketch him. He vas in the garden und tramped all the little bickles down mit the ground und then got in the orcherd und eated so many green abbles yet that he vas so pig he could nearly not get in the staple door und jonas had to fetch the horse doctor vonce. He purty soon vould got in our corn field und mabe sboiled my punkins vat Liza vants to keep for bies.

Ven you come py lankaster vonce yet you must sure come out.

Rite soon. CYRUS ———

—Articles of incorporation have been filed by the Pioneer Cigar and Tobacco Co., of Ashland, Wis. The incorporators were Charles Bailey, Herrninere de La fremire, Frank Wadak, Joseph Foeller, and Louis Mehrhoff. Capital, $9,000.

Sale of Pennsylvania Cigars at the World's Fair.

FAIR GROUNDS,
St. Louis, Mo., July 16, 1904.

The Fair is now drawing great crowds, and the Pennsylvania Cigar Manufacturers' exhibit, which is in charge of J. Stanley Winget, is selling large quantities of cigars.

Although it rained all day on the Fourth, it was the biggest day of retail trading that they have had since the season was opened. Weil's Crack Band of the Exposition serenaded the exhibit of the Pennsylvania Cigar Manufacturers at 3 p. m. on that day, when the lady clerks distributed among them "Bob Bowman" cigars, made by Geo. W. Bowman & Co., of Hanover. It must have made George smile to see how the band boys appreciated them.

The chief of this department has issued orders forbidding smoking in the Agricultural Building where this exhibit is located, or even the carrying cigars in the hand—lighted or not. Placards have now been hung around the exhibit, lettered on one side, "Smoking Prohibited in the Building," and on the other side, "Does not interfere with your smoking the Great Joe Willard Cigar." The Joe Willard is made by B. F. Abel & Co., of Hellam, Pa.

The Dome of the Pagoda, as the tobacco exhibit is styled, will be the great feature of attraction, and is gradually coming to a finish. It is there that the contest will occur, and the Pennsylvania Cigar Exhibitors are trying to get half of it, as they have sufficient cigars in stock to occupy it.

There will shortly be six cigarette manufacturers join the exhibit here, and a pipe mauufacturer is now also urged to join, as he can get reasonable concessions.

The down-town cigar trade reaped a harvest from the Democratic Convention. The rainy weather kept many of the delegates from spending more time, and possibly more money, at the Fair. O. K.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.

orrespondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
SOUDERTON, PA.
Metal printed labels

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA

10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

CONTINENTAL'S IMMENSE PLANT.

New Building Erecting at Maysville, Ky.

Ground was broken last week by Contractor I. M. Lane for the Maysville, (Ky.) Warehouse Co.'s big buildings, to be occupied by the Continental Tobacco Company, on the line of the C. & O. Railway east of Union street.

To give some idea of the immensity of these buildings—there being two of them:

The factory, beginning at the corner of Third and Union, will run south on Union 220 feet, extending this width east along the C. & O. Railway 50 feet, when it will recede 8 feet to allow for a platform, thence continuining eastward 192 feet 2 inches—making the area covered by the factory and platform 220x242 feet 2 inches.

Just East of the factory will be an area of some 90 feet, when will come—

The warehouse, 229x212 feet, making the aggregate length, east and west, of the buildings alone, 471 feet 2 inches by 212 feet in width, or about 100,000 feet of floor space.

At the corner of Third and Union will be the boiler room, 50x52 feet, and the office will be at the corner of Union street and Forest avenue.

The factory will be divided into three rooms—the picking room, the machine room and the green market room, and one of the machines to be installed will be more than 162 feet in length.

When the plant is equipped it will represent an outlay of nearly $100,000, and altogether it is "the biggest thing" that Maysville has yet encountered.

May the good Lord give us a chance to vote on having some more of the same sort!—Ledger.

STENTZ & BOHE PROSPERING.

Ottumwa's Latest Important Factory.

Just a little more than a month ago the latest acquisition in cigar manufacturing concerns was established at Ottumwa, Ia., by Stentz & Bohe, who located at 108 West Second street. Both being experienced men, their success is practically assured from the beginning.

The firm consists of R. L. Stentz and J. T. Bohe, both of whom are well known in the trade, and thoroughly practical and experienced men.

R. L. Stentz was formerly in the employ of Morey & Myers Cigar Company as traveling salesman, representing them through southern and southwestern Iowa, eastern Nebraska, and northern Missouri, for the past 17 years. He has a large personal acquaintance through this territory and has always commanded a trade second to none. He will represent the new firm on the road and will undoubtedly have even greater success than ever with the incentive that is given to him in pushing his own goods.

J. T. Bohe began as an apprentice with Kingsbaker Bros., in the early 70's and later was foreman for D. F. Morey and after the organization of the Morey & Myers Cigar Company, retained the foremanship for the new firm. On June 1, of this year, Mr. Bohe resigned his position and formed a partnership with Mr. Stentz. He will have entire charge of the factory work of the new firm.

Business Changes, Fires, Etc.

California

Oakland—H. N. Bothsow, cigars, etc., meeting of creditors.

San Francisco—Samuel Michael, cigars, transferred assets.

San Luis Obispo—Geo. Kluever, of Geo. Kluever & Son, cigar manufacturers, dead.

Indiana

Broad Ripple—C. H. Pearce, retail cigars, etc., incorporated.

Fort Wayne—H. G. Humbrecht, cigar manufacturer, suit, $950.

Iowa

Farmington—C. B. Rabb, cigar manufacturer, succeeded by B. F. Stoner & Son.

Massachusetts

Athol—I. F. Hause, cigar manufacturer, petition in bankruptcy.

Boston—F. L. Becker, cigar manufacturer, petition in bankruptcy.——C. A. Woodman, cigars, chattel mtge., $600.

Cambridge—Grand Ottoman Tobacco Co., (not inc.) Sarah Weinstein, individually, chattel mortgage, $300.

Michigan

Clare—Wm. P. Lewis, cigar manufacturer, damaged by fire. Insured.

Detroit—Edward F. Wettlaufer, cigar manufacturer, chattel mortgage, $150.

Nebraska

Omaha—A. J. Sherret, of A. J. Sherret Cigar Co., wholesale, dead.

Ohio

Bowling Green—C. E. Miller, cigars, succeeded by Miller & Franklin.

Pennsylvania

Reading—H. S. Batchelder, retail cigars, sheriff in possession.

Wisconsin

Janesville—L. B. Carle & Son, leaf tobacco, damaged by fire.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000	in cash	$25,000
To the next	1 person	estimating nearest,	10,000	in cash	10,000
To the next	1 person	estimating nearest,	5,000	in cash	5,000
To the next	2 persons	estimating nearest,	2,500 each,	in cash	5,000
To the next	10 persons	estimating nearest,	1,000 each,	in cash	10,000
To the next	20 persons	estimating nearest,	500 each,	in cash	10,000
To the next	20 persons	estimating nearest,	250 each,	in cash	5,000
To the next	100 persons	estimating nearest,	100 each,	in cash	10,000
To the next	200 persons	estimating nearest,	50 each,	in cash	10,000
To the next	500 persons	estimating nearest,	25 each,	in cash	12,500
To the next	1,000 persons	estimating nearest,	10 each,	in cash	10,000
To the next	4,000 persons	estimating nearest,	5 each,	in cash	20,000
To the next	5,000 persons	estimating nearest,	2.50 each,	in cash	12,500
10,855	**Awards, aggregating**				**$145,000**

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

William McKinley	(Republican)	7,207,923
William J. Bryan	(Democrat–Populist)	6,358,133
John G. Woolley	(Prohibition)	208,914
Eugene V. Debs	(Social Democrat)	87,814
Wharton Barker	(Middle of Road or Anti-Fusion People's Party)	50,373
Joseph F. Malloney	(Soc. L.)	39,739
J. F. R. Leonard	(United Christian Party)	1,059
Seth H. Ellis	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,
Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer,
MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.

WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.

All Grades, All Prices, All Shapes, All Sizes

From Reading and Vicinity.

Cigar Manufacturers Reasonably Busy in Reading and at Neighboring Points.

Reading, Pa., July 18, 1904.

The cigar manufacturers of this section still seem to be among the busiest in the cigar trade in this State. The Reading manufacturers are nearly all having a good trade, while some of them are moderately busy.

Wm W. Prutzman, at Fifth and Washington streets, is industriously extending his trade on the Greater Reading brand in this city and vicinity.

The Womelsdorf factories are all doing well. Wm. Schafner & Co. are working with a steady force, while H. F. Fiddler & Co. also report a more than averagingly good year so far.

Weidman & Moyer, the cigar box manufacturers, are steadily extending their field of operation, and have quite a volume of trade.

Moore & Lanning, of Richland Station, who have been working with a steady force, are expecting to increase their number of employes, in view of some good orders they have received from J. G. Lanning, who is now covering his territory in the northwest.

The Newmanstown factories are busy. John H. Witter has all he can attend to, while Ibach & Rader are also making very steady progress.

At Schaefferstown the trade is rather quiet. T. T. Zerbe & Bro., who control a union factory, are operating with but a small force at the present time.

Irwin Horst, of that town, reports his trade as improving slightly.

Mid Summer in Lancaster.

Leaf Men Report Satisfactory Business Despite the Hot Weather—Trade Notes.

Lancaster, Pa., July 18, 1904.

Although the midsummer season is now well on, our local leaf dealers had a very satisfactory trade during the past week. The gradual improvement which is experienced by the Ninth District manufacturers seems now also to have benefited the leaf trade, as a considerable quantity was sold by local dealers to manufacturers in the surrounding parts of the State.

The new crop is progressing very nicely since the advent of mid-summer heat and the consequently warmer nights.

Menno M. Fry & Co. inform me that during June they had an exceptionally good month. In fact, they say, it was really the largest month in volume of business of this year. Their warehouse at Landisville is a model, both as regards size and its general conveniences.

C. Ruppin, of Akron, has resumed active operations, after having closed down for several days about the 4th. Orders are beginning to arrive more freely and indications for an improved trade are excellent.

A. N. Wolf, of Wolf & Hackman, also of Akron, recently returned from a western business trip in the interest of his firm.

R. E. Jacoby, of Rothsville, is having a very satisfactory trade both in the New England States and on the Pacific Coast, to which points he sends considerable quantities of his goods.

E. Reninger's union cigar factory at Denver is running with a full force. Their product is enjoying an excellent sale in New York city, Chicago and the northwest, as well as in Kansas City and vicinity.

Martin Slabach, of Denver, finds some improvement in his trade, and is putting on additional hands. He is building up quite a nice trade.

John G. Root, of the Eureka Cigar Factory, at Reamstown, is introducing an advertising feature, consisting of a changeable dial clock, which is given out with their "Blue Pennant" cigars. The plant is fairly busy at the present time.

York Cigar Men Cheerful.

A Growing Demand for Cigars Pleases Them—Orders from St. Louis.

York, Pa., July 18, 1904.

York county cigar manufacturers now seem to be in greatly improved spirits. The demand for goods is growing, and quite a few of our factories have been making a number of shipments out of stock.

Geo. A. Kohler started last week on an extended business trip through the southwest, during which time he will cover thoroughly Texas and Oklahoma.

J. H. Stiles has returned to this city after spending a short vacation at the seashore.

Several of our local manufacturers are now reporting some orders from St. Louis, as a result of their exhibits there.

The new L. J. Smith cigar factory at Red Lion is now practically built, and will be ready for occupancy within the next few weeks.

H. F. Kohler, of Nashville, is having a steady run of trade and is wanting more hands.

CAPACITY, 100,000 to 125,000 PER DAY.

High Grade. GEORGE A. KOHLER & CO. Hand Made.
Manufacturers of THE LEADING FIVE and TEN CENT CIGARS.
Superior Quality and Workmanship. Our Goods are Unexcelled for the Money.

FACTORIES: YORK and YOE, Penna.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: { York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

W. H. RAAB & SONS,
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
High Grade Cigars.
DALLASTOWN, PA.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Co.

PIONEER GROWERS

OF

Florida Sumatra Under Shade

Conducted under the personal supervision of **Mr. D. A. SHAW**, the first grower of tobacco under shade, as Manager for eight years of the **Plantations of Schroeder & Arguimbau**, and as originated by the late **F. A. Schroeder.**

By reason of our extensive experience we are able to supply

A Superior Line of Goods

AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST

Plantations and Offices—Quincy, Gadsden County, Florida.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Well, don't things grow! I think that I never saw tobacco grow so fast. A surprising thing about it is that in many cases fields where it was set last seem to be the largest. I have noticed this fact in two fields on the opposite side of the road. The difference in setting was three or four days, but the latest set is larger of the two; but this is not the rule. Tobacco in this vicinity is looking very fine for the time it has been set.

I hear of buyers who have begun to drive around inquiring for 1903 tobacco, and in time may be able to report the sale of some crops. There are a few crops scattered around yet, and some of them are nice ones, too, but as the season is early to examine the 1903 crop, we do not expect to hear of many sales until the tobacco is nearly or quite dried off from the sweat.

Not much is to be learned of the condition of the market, unless one will read between the lines, for the market is reported very quiet. Mention is made of manufacturers looking for Wisconsin of '02 and '03, and inquiry is noticed for Zimmers Spanish. This variety, I observe, was sold at Cincinnati as high as 13 cents, and some seed fillers at 9 cents. So we may infer that fairly good tobacco is sought after, and what now remains in the farmer's hands ought not to be given away, since every pound of it is wanted, and at good fair prices. When the buyers ride about looking for tobacco that is not dried off, you may know that they expect to sell on a rising market, for such tobacco ought not to be moved in damp, tender condition.

Our correspondents write:

Conway, Mass.: "The crop is looking very nice. It has grown fast the last two weeks. Some of the earliest will be topped this week. All seems to be even and looking fine. I hope we may escape hail storms and be able to harvest the best crop raised for three years."

Hatfield, Mass.: "Tobacco crop is growing very fast at this writing. C. L. Warner has topped a part of his crop, and heads are out on the early crops. No sales. M. J. Ryan has a very nice field which is about ready to be topped. There are several others on the Northampton trolley line."

North Hatfield, Mass.: "Tobacco is now growing very fast. No sales. Our farmers are very busy early and late trying to catch up with the weeds."

East Granby: "Tobacco fields are looking well. Havana is grown almost exclusively in this district; only one lot broad leaf, about six acres, has been reported."

Poquonock: "Some injury from cutworms and wire-worms have been reported, but most of the fields are looking well. Acreage is about the same as last year. The average of prices received for the 1903 crop was about 12 cents." —American Cultivator.

EDGERTON, WIS.

There is a quiet picking away at the remnants of last season's crop still going on, though it is generally conceded that the unsold portion is now reduced below the usual crops at this date. Prices are still low as the following sample sales will indicate:

J. E. Simonsen, 59cs at 8, 5 and 3c.
K. I. Lunde, 7a at 7c.
J. Ylvisaker, 5a at 7½c.
O. E. Ebbert, 40cs at 6½ and 4c.
R. O. Ellingsrud, 14a at 4½c bl.
Hoveland Bros. 7a at 7 and 1c.
J. V. O'Mally, 20a at 4¾c bl.
E. H. Nichols, 7a at 4½c bl.

There is not much improvement to note in the condition of the cured leaf markets. We learn of a 500cs shipment to export by a local packer, while more pretentious transactions are recorded by our Janesville correspondent.

The new crop is coming along under the very best of weather conditions and gives unusual promise at this stage.

Shipments, 600 cases.—Reporter.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS

VERTICAL TOP

OUR MOLDS are the **Best GRADE**, and **Our Prices THE LOWEST.**

We will **Duplicate Any Shape** you are now using, regardless of who made your Molds, or **Furnish Any New Shape.**

Sample Sections submitted for your approval **Free of Cost.**

SOLID—DURABLE

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904

H. W. HEFFENER,

Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.
YORK, PA.

FRAZIER M. DOLBEER G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

A. KAUFFMAN & BRO.,

CIGAR BOXES

YORK, PENN'A.

EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST **Lithographers,** CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. The Arnold's No. 5 Telephone Cipher.

Hopkinsville, Ky.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.
JOHN SLATER & CO., Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF

High Grade Stogies

Long and Short Filler.
SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and Jobbing Trade only, solicited.

HOPKINSVILLE, KY.
M. D. Boales.

Market active with good demand for all grades. Common lugs lower and common to medium leaf lower while Bremen leaf and good to fine leaf were higher, with large sales privately as well as on breaks.

Lugs—Low, 2¼ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¼c.

Leaf—Low, 4 to 4¾c; Common, 4¾ to 5¼c; Medium, 6½ to 6¾c; Good to Fine and Selections, 8 to 2 cents.

Loose floor sales: Lugs 2½ to 3¾c; leaf, 3½ to 7c.

Receipts for the week 1,050; year, 8,020. Sales for the week, 817; year, 5,752.

Weather hot, wet and stormy, with hail doing damage in many loealities.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 968 hhds; offerings on the breaks, 551 hhds; public and private sales, 740 hhds.

The market this week called for no special comment, being generally steady and unchanged at last week's prices.

Receipts are full, but shipments are also large and there is not much accumulation of stock.

The weather continues showery with high temperature, and crops have put on a watery growth; the rains interfere with cultivation, and weeds and grass grow apace. With the rains, there have been some very heavy damaging storms, "cloud bursts," which were very hurtful where they occurred:

QUOTATIONS:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.00
Fine Leaf	10.00 to 12.00

PATENTS RELATING to TOBACCO, Etc.

764,707 Machine for applying bands or labels to cigars or other articles; Wm. C. Briggs, Winston-Salem, N. C.

764,845 Tobacco stripping machine; Joseph G. Havens, Asbury Park, N. J.

764,895 Match box; Thaddeus W. Mabee, Baltimore, Md.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street NEW YORK
Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

PATENTS

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H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

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CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS — ENGRAVING — EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U.S.A.

GLYCOSINE
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

GEORGE W. McGUIGAN
Red Lion, Pa.

Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. **Denver, Pa.**

Patents
Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. 1ie Droit Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT, Manufacturers, 814-826 Lawrence St. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company

Finest Havana

Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

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CIGAR BOXES

South Ninth Street,

Established 1883. Akron, Pa. Telephone Connection.

A. D. KILLHEFFER—MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 30.

PHILADELPHIA, JULY 27, 1904.

ONE DOLLAR PER ANNUM.
Single Copies Five Cents.

Announcement!

We are now in *Our New Quarters,* at
240 Arch Street,
and have *Greatly Increased Facilities.*

We carry a *Larger Stock* of Cigar Leaf Tobacco than ever, and sell in quantities to suit the needs of the trade, at prices which astonish competitors.

When in the neighborhood, stop in to see us and look over our line of goods.

It Includes Everything Required.

Formerly at 23 North Third Street.

L. G. Haeussermann & Sons

Importers, Packers,
Wholesalers and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street, Philada

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER
READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

Clean as the food you eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

Reserved.

ALLEN'S NAPOLEON 5¢ CIGAR

CHANNING ALLEN & CO.
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA.
Factory No. 909. Bell Telephone 4886-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.
Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

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The Right of Free Gift.

THERE is to be presented to the next National Legislature another bill to prohibit the enclosing in statutory packages of tobacco, cigarettes, etc., coupons, etc., intended for premium or other purposes. During the last two sessions of Congress a bill calculated to accomplish this object was presented but failed of passage, although in one instance it was reported favorably by the Committee on Ways and Means and approved by all but seventeen members of the House, but at the last session of Congress it seemed impossible to secure even a report on it. The measure, briefly summarized, was to prohibit the putting into or upon packages of tobacco, cigars, or cigarettes anything beyond the proper trade labels or stamps, and it was to be made unlawful for the manufacturer or dealer to offer any gift or premium for the return of any label, tag, stamp or coupon, and it also contained a proviso declaring that a label indicating the character of labor employed in the manufacture of the contents of the package should not be deemed an improper label within the meaning of the main paragraph.

They say Congress is moral, and we will be charitable enough to admit it, but does Congress often overlook its own ends? Does it ever forget the vote-getting or vote-repelling properties of legislation?

Gift offers were to be excluded, tags or labels serving as a basis for premiums were to be barred, but the union label stamp was to stay; and that is how Congress expected to get in its vote-getting work.

But about the right of free gift! Is it alienable? Has Congress the right to prohibit any manufacturer from offering a free gift or premium to purchasers of his goods?

The right to tax is, of course, expected to cover a multitude of restrictions and inferences, and we are told that Congress may prescribe what shall go upon or into a taxable package of tobacco, but must not such prohibitions and restrictions sustain a definite and reasonable relation to the exercise of the power of taxation?

If that be a reasonable argument, what possible relation can there be between the internal revenue tax and the offer of a free gift?

An argument on behalf of the bill was that the premium system encouraged injurious competition, introduced into the trade elements hostile to the maintenance of high standards of quality, and constituted an incentive to dishonesty on the part of salesmen. Regrettable as the possibility of such things would be, yet can Congress violate plain rights in order to prevent possible abuses? The question of quality and price—fraud being absent—do not concern Congress.

The measure was, of course, intended as a curb upon trust tactics, but there are two special reasons for believing that such an act may never become a law. First, because of the question of its constitutionality; for the right of a tobacco manufacturer to offer premiums is as clear as the right of a manufacturer of soap, perfumes or cereals to do so. It could be aggressively opposed, and even if passed, it could probably be successfully contested on that ground. Secondly, tobacco manufacturers are not of a uniform opinion regarding its advisability, a fact which Congress will undoubtedly take cognizance of and refuse to interfere with the "right of free gift."

———:o:———

The Tobacco Exposition.

THE convention and exposition of cigar manufacturers and dealers which will be held in this city from October 15 to 22 next, promises to be one of the largest of the kind ever gotten up in any city. It is intended to engage the largest hall that can be obtained for the occasion, as at least 10,000 square feet of floor space will be required for the exhibit alone.

The hall will be tastefully decorated and picturesque bazaars erected for the display of independent goods and the giving away of samples. A stage will be needed for band concerts and on one evening there will be a vaudeville show. On another evening there will be a mass meeting to be addressed by Senators and other prominent gentlemen

The committee on convention of the Retailers' Association of Philadelphia held a meeting during the past week, when the date of the exposition and convention and other details were decided upon. The committee will report at the next regular monthly meeting of the association, on the 28th inst. The members of the committee are R. W. Bock, chairman; J. Harvey McHenry, A. Schaible, John Klindworth and B. F. Batten.

———:o:———

THE tobacco acreage of 1904, according to the Government crop report, is less than that of 1903 by about 231,000 acres, or 23.3 per cent. The average condition on July 1 was 85.3, against 85.1 at the same time last year.

Reviving Trade in York County.

General Hopefulness Apparent—New Factory Building at Thomasville—The Hanover Factories.

York, Pa., July 25, 1904.

The cigar trade here seems to be on the mend. Nearly all the manufacturers are speaking more hopefully, and some in fact are quite busy.

Jacob A. Mayer & Bro., of West York, are having a very steady trade this summer, and seem to have felt very little effect of an acknowledged dull season.

A. H. Spangler, of Codorus, is one of the busiest factories in that section of the county, and at present is enjoying quite an extensive trade.

THOMASVILLE.

D. W. Hubley recently erected a fine modern building for cigar manufacturing purposes and is now occupying the same. Mr. Hubley is a thoroughly experienced cigarmaker, and has lived in the vicinity of Thomasville for many years. He is very energetic, and is much esteemed by al who know him. He proposes to place upon the the market a large line of a good quality of cigars, and his success seems to be almost assured. He announces that he is employing the most skilled workmen that he can secure and that nothing will be left undone to make his line of goods thoroughly attractive in appearance as well as meritorious in quality, being fully cognizant of these essentials, so that there is every reason to believe that his cigars will soon become well known for their intrinsic value, and that a rapid natural growth of business will be a merited result.

HANOVER.

A. F. Hostetter is working a large force steadily, and his products are constantly growing in demand, and are well distributed among wholesalers throughout the country, where they appear to be giving uniform satisfaction.

The La Union Cigar Co. are again operating quite actively. Mr. Toomey, of this company, is full of aggressiveness, and it is evidently his intention to build up the business to extensive proportions.

G. W. Bowman has just returned to this city from a short business trip among his jobbing trade. Things are moving along very satisfactorily with him, and he is making a vigorous drive upon his "Bob Bowman" five cent cigar, of which more detailed particulars will appear in a later issue of The Tobacco World.

Cigar manufacturers in this section are of the opinion that the Cigarmakers' Union is making a serious mistake by not furnishing union factories more promptly with union labels than has been the rule lately. Quite a number of union factories have complained to me that they are not being as promptly and as sufficiently supplied with labels as they should be in view of a demand upon them for goods.

LITTLESTOWN.

The trade is a little quiet in this section, although George W. Parr is working steadily upon his regular lines and will introduce a new brand of goods early this fall, for which active preparations are now under way.

RED LION.

Jacob Streavig, of Streavig & Gemmill, cigar manufacturers, has returned from a business trip through the northwest and west in the interest of his firm. He stopped off en route to take in the St. Louis Exposition.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

Established 1825

L B S **LEWIS BREMER'S SONS** IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

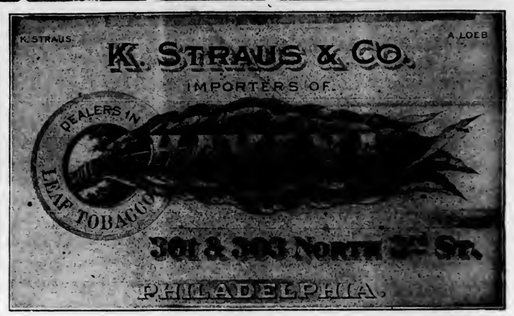
Packers and Dealers in SEED LEAF Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son Importers HAVANA SEED LEAF TOBACCO SUMATRA 112 N. Third St. Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd. Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco 118 N. 3d St. Phila.



BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana** AND Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Packers of Seed Leaf. Y&N

217 N. THIRD ST., PHILADELPHIA.

THE REALM OF THE RETAILERS

AN ATTRACTIVE DISPLAY WINDOW.

THE display made last week at the United Cigar Stores' windows in the Flat Iron Building, Twenty-third street and Broadway, New York, was unusually attractive owing to several unique features. Three automatic writing machines, driven by electricity, occupied prominent positions in the window. Advertisements exploiting the company's cigars and tobaccos appeared regularly on the endless rolls of paper of the machines—the advertisements being uniform, of course, and were read by vast crowds of passers-by who stopped to view the really clever writing machines. In other stores of the company similar machines were operated simultaneously. The huge column in the Flat Iron Building show window was attractively draped to represent a tree, and a "bower" effect cool and inviting was given the scene. The usual typical, well arranged exhibits of the company's cigars and tobaccos, as well as smoking bric-a-brac, etc., also appeared in the large window.

• • •

SELECTION OF FINE GOODS.

AN instance of the selection of fine goods is shown in the stock exhibited by Louis A. Gusdorf, who recently opened a store at 59 North Eighth street, for the sale of fine table specialties and cigars. In fact the cigar department is made a special feature, and the stock includes such brands as H. Upmann's, Victoridad, La Vencedora, Garcia, and Bock & Co's in imported; El Principe de Gales, American (E. Regensberg & Sons'), and Gutierrez & Co's Havana Pencils in domestic clear Havana; Cora Tanner, Geo. Fox, John Hay, and Runnymede in seed and Havana, and Rugby, Cinco, Maneto, Saboroso, and Vesper in nickel goods.

• • •

KEEP UP APPEARANCES—LOOK PROSPEROUS.

LOOK prosperous, whether you are or not. No one can afford to appear in adverse circumstances. There is nothing more injurious to a merchant's business than to have the impression get abroad that he is not thriving. If his prosperity seems to be on the wane, people immediately set him down as a back number who is unable to keep pace with competition. This impression is often the result of an injudicious attempt at economy. There is one thing above all others that the merchant should not make public, and that is his economies. If he must economize, he should do it in a way that will not be apparent to his customers. The merchant who finds that his business is not paying as well as it once did will sometimes try to cut down expenses by reducing his sales force or substituting cheap men for efficient ones. He decides that he and his family can get along with fewer clothes. When asked to contribute to some worthy public enterprise, he says that his business will not justify a donation. Perhaps he even goes so far as to cut off his advertising in his efforts at retrenchment. All of these little economies are quickly noted by his customers. They lose confidence in him when they see that he is losing ground, and they are not slow to take their trade to some competitor whose business seems to be in a more flourishing condition. — Supply World.

• • •

THE MAN BEHIND THE BUSINESS.

OVER and over and over, again and again and again, each rising generation is told that "Honesty is the best policy" and is forced to listen to "You can't make a silk purse out of a sow's ear," and similar maxims, and yet each generation sees the fundamentally dishonest man trying to establish himself in business and the public expecting to get fair treatment in that quarter.

As a business proposition, worthy of his best respect, the "Honesty is the best policy" rule may appeal so strongly to the fundamentally dishonest man as to urge him to his best endeavors to live up to it, but unless 'way down at the bottom of his character there is sterling stuff, he will fail, for his standards will gradually be lowered, quality of the goods will deteriorate, the advertising will merely mock the expectations of the unsophisticated consumer, and the business will ultimately collapse from moral dry rot.

Hence, from a moral viewpoint, the importance of the man behind the business. Hence the folly of the hope that a business can be permanently established except upon the great primary virtues, honesty and truth.

Has A failed and does the report go out that speculation or poor business is the cause? Does B asservate that the chicanery of his debtors has pulled him down? Is C obtaining the sympathy of his friends because of his plea that a combination of unfortunate circumstances has wrecked all of his ambitious hopes? Could we look below the surface we might discover that in each of these cases it was the man behind the business who was at fault—morally at fault—and that three fine businesses failed because A was a liar at heart and B a thief at bottom, while C was a compound of both.

Of course honesty and all the other virtues fail in business when not aided by prudence, determination and the business instinct, but it is impossible to believe that with so much of the "grafting" spirit prevailing in all walks of life, a good deal of it does not find its way into the business field, there to do incalculable harm and wreck some of the finest structures, for, as we have pointed out, one can not have a sound edifice when the foundations are morally rotten. Hence we conclude that if the annals of "graft" could be spread before the trained observer, it would be found that the agency reports of business failure do not always take note of the underlying causes of failure, and that those underlying causes are often moral, and therefore fundamental.—Merchants' Review.

• • •

IMPROVING A CIGAR BY PUTTING IT OUT.

LIGHTING a new Havana, a downtown professional man, after taking a few whiffs, blew into his cigar and forced a lot of smoke out of the fiery end. Then he laid it aside and permitted the spark to die out.

When asked for an explanation he said: "Well, I learned that habit some years ago, and I find that a cigar which has been lighted and then allowed to go out makes a much better smoke. I take several vigorous draws in order to bring the heat well through the weed. If a cigar becomes cold while it is saturated with smoke it has a musty odor; consequently it is necessary to blow steadily and quite hard before extinguishing the spark in order to clear out all the smoke that has been drawn in between the layers of tobacco. After permitting the cigar to lie ten or fifteen minutes or even a half hour I find on relighting it that the flavor has greatly improved. The why and wherefore I am not philosophical enough to explain, but I know it makes a cigar better. It also improves a toby. Try it and you'll agree with me."—Pittsburg Dispatch.

• • •

—The Maysville Warehouse Co., of Maysville, Ky., has been incorporated with a capital of $50,000, to own and conduct tobacco warehouses, etc. The incorporators are: Ben Longnecker, R. B. Level, Daniel Perine, W. Mathews and others.

Progress at the World's Fair.

St. Louis, Mo., July 23, 1904.

During the forepart of last week the weather was too warm to bring the large crowds that were anticipated, but during Friday and Saturday the attendance more than made up for the lost time.

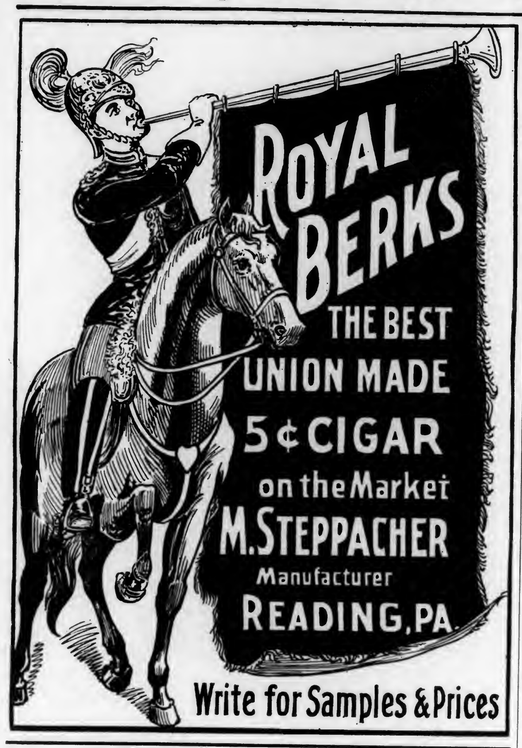
It seems that the Pennsylvania Cigar Manufacturers' Exhibit rather stole a march on some of the other exhibitors, and have already crowded between 600 and 700 sample lines into the Pagoda. In the dome of this Pagoda, and the dome is sixty feet high, there are four immense show cases, 20 feet long and 8 feet high. Two of these are already filled with Pennsylvania manufactured cigars, which are being admired by visiting thousands, and when it is taken into consideration that Pennsylvania manufacturers have covered one half of the space set aside for premiums and medals, the manufacturers of Pennsylvania must realize that they are almost certain of getting some of the prizes.

The arranging of the cigars for this special display, which took considerable time and a great deal of labor, as well as an expense of from $1,500 to $1,600, was successfully done by the Winget Mfg. Co., of York, Pa., who are in charge of the Pennsylvania Cigar Manufacturers' Exhibit. The boxes have been so arranged on the shelves of the cases as to show both the labels and cigars, and further with the view that the top shelf can be as advantageously seen as those on the lower rows. The names of the individual exhibitors are all placed on neatly prepared cards with each box, so that visitors may know whose goods each of the respective displays refers to. It is generally believed here that it is going to be a difficult matter to get many more manufacturers to enter samples on account of the unusually large line which the Pennsylvanians have entered, as their line covers every class and quality conceivable.

The managers of the Pennsylvania Cigar Manufacturers' Exhibit say that so far there has not yet been so large an attendance of visiting jobbers, and as a matter of fact they have not yet commenced to visit the Exposition.

Manager V. O. Saunders, of the Inter-State Merchants' Association, a St. Louis mercantile body, last week said, "While not a great many merchants have come to the Fair from a distance, I feel confident that a rush of buyers is about to begin, even though it will be earlier than

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

usual for fall purchases, so as to have plenty of time to see the Fair. Our association has listed 10,000 rooms, outside of hotels, at rates from $1 a day up, and we anticipate no difficulty in properly caring for all who may come, and if they will put themselves in communication with us, we will see to it that such quarters as may be desired are engaged in advance. The wholesale merchants along Washington avenue and elsewhere have made extraordinary preparations for taking care of their customers this year, and it is estimated that 10,000 buyers will visit the St. Louis market next month."

Anent special buyers' excursions, Mr. Saunders said that his association would not attempt special excursions this year, as the rates given by railroads are this year lower than ever before offered, and the association anticipates they will all run excursions to bring buyers here. The association is running a bureau of information at 1824 Olive street. Early in April 150,000 circulars were mailed to as many merchants, telling them that rates for accommodations could be had at very reasonable prices at any time during the fair, and inviting such buyers as propose to visit here to write the association, and, without any charge, quarters will be secured. In June 150,000 more circulars were sent out.

In view of this, the managers of the Pennsylvania Cigar Manufacturers' Exhibit feel confident that during August there will be a great influx of buyers of all kinds, and that the cigar exhibitors will in due course realize a full share of benefit.

I also learn that The Tobacco World is a welcome visitor here, being received by a number of the leading exhibitors in the tobacco exhibit each week.

The Scranton, (Pa.) Oratorical Club walked off last week with the $5,000 prize given by the Exposition Company for the largest and best choir. Seven clubs had competed. The Scrantonians serenaded the Pennsylvania Cigar Exhibit and sang several selections, after which both male and female were presented with smokes from the factory of the Western Cigar Co., at Pittsburg.

Two new cigar manufacturers have given bond and opened their exhibit this week, and a pipe manufacturer from Austria started two stands for the retailing of his product, and is manufacturing pipes right in the view of the visiting public. O. K.

—A cigar factory has been opened in the Gilmore Block, Algona, Ia., by Arnold & Waterhouse.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending July 23, 1904.

Havana—Jas. E. Ward & Co., 5 cases cigarettes.

Havre—L. J. Spence, 12 packages cigarette paper.

Liverpool—American Tobacco Co., 16 cases tobacco.

San Juan—American Cigar Co., 1 case cigar labels.

SUMATRA TOBACCO.

Str. Amsteldyk, arrived July 21:
(901 bales; 183 cases.)

O. Malchow & Co.	237 "
L. Schmid & Co.	189 "
Rothschild & Bro.	111 "
E. Rosenwald & Bro.	76 "
S. Rossin & Sons	68 "
Leonard Friedman & Co.	59 "
Company's General Agent	59 "
E. Spingarn & Co.	46 "
G. Falk & Bro.	25 "
A. Cohn & Co.	20 "
F. & E. Cranz	5 "
Herz Bros.	4 "
Simon Auerbach & Co.	2 "
American Cigar Co.	100 "
L. J. Spence	41 "
A. Murphy & Co.	30 "
Herz Bros.	9 "
Pim, Forwood & Kellock	3 "

HAVANA TOBACCO.

Str. Morro Castle, arrived July 19:
(3,493 bales; 105 bbls; 12 cases.)

Jas. E. Ward & Co.	2124 bales
Order	573 "
Sartorius & Co.	350 "
Leonard Friedman & Co.	245 "
M. Atak & Co.	68 "
Keiser & Boasberg	30 "
Hinsdale Smith & Co.	20 "
Carl Vogt's Sons	14 "
S. Ruppin	12 "
Hamburger Bros. & Co.	12 "
Kennedy & Morn	11 "
American Cigar Co.	10 "
M. S. Arrue	10 "
Edward Arendt & Son	6 "
A. Murphy & Co.	5 "
Calixto Lopez & Co	3 "
J. E. Ward & Co.	70 bbls.
E. Regensburg & Sons	30 "
A. Blumlein & Co.	5 "
J. E. Ward & Co.	12 cases

Str. Esperanza, arrived July 21:
(275 bales.)

Simon Batt & Co.	93 bales
J. Bernheim & Son	84 "
Hilson & Co.	47 "
Jas. E. Ward & Co.	25 "
G. Salomon & Bro.	22 "
S. Levy & Co.	4 "

HAVANA CIGARS.

Str. Morro Castle, arrived July 19:
(548 cases.)

J. E. Ward & Co.	301 cases
Havana Tobacco Co.	167 "
Park & Tilford	24 "
G. S. Nicholas	19
W. O. Smith	9 "
G. W. Sheldon & Co.	5 "
Estabrook & Eaton	4 "
Canadian Pacific R. R. Co.,	4 "
G. Amsinck & Co.	2 "
F. Pernas	2 "
Robert E. Lane	2 "
Francis Taylor, Jr.	2 "
Calixto Lopez & Co.	2 "
C. H. Hyman & Co.	2 "
E. Caule	1 case
C. D. Stone & Co.	1 "
Brit.-Am. Tobacco Co.	1 "

OUR TWO BIG SELLERS

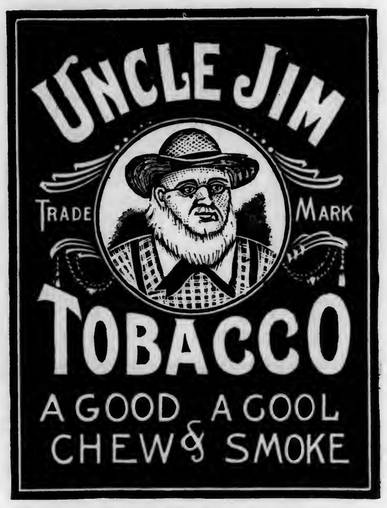
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

Str. Esperanza, arrived July 21:
(18 cases.)

Jas. E. Ward & Co.	9 cases
E. A. Kline & Co.	5 "
National Cuba Co.	4 "

PORTO RICAN TOBACCO.

Str. Caracas, arrived July 18:
(237 bales.)

J. Cohn & Co.	196 bales
C. Mendez	40 "
A. & E. I. T. Co.	1 "

Str. Coamo, arrived July 23:
(153 bales; 1 box.)

J. Cohn & Co.	111 bales
C. Mendez	40 "
C. D. Stone & Co.	2 "
American Cigar Co.	1 box

PORTO RICAN CIGARS.

Str. Caracas arrived July 18:
(327 cases.)

Mateo Rucabado	71 cases
American Cigar Co.	66 "
A. S. Lascelles & Co.	43 "
West Indies Cigar Co.	35 "
A. W. I. T. Co.	23 "
C. D. Stone & Co.	22 "
Durlach Bros.	17 "
American Express Co.	7 "
Cadiz Cigar Co.	6 "
F. Bonilla & Co.	5 "
C. Mendez	5 "
Order	4 "
Arguelles, Manrique, Sola & Co.	4 "
A. Gonzalez	3 "
Victor Malga & Co.	3 "
G. W. Sheldon & Co.	3 "
Porto Rico Co.	3 "
L. F. Palmieri	2 "
S. E. Heyman & Co.	2 "
S. Raap Trading Co.	2 "
A. M. Seixas	1 case

Str. Coamo, arrived July 23:
(161 cases; 5 boxes.)

American Cigar Co.	37 cases
Mateo Rucabado	32 "
A. W. I. T. Co.	18 "
A. S Lascelles & Co.	18 "
Order	16 "
F. Bonilla & Co.	8 "
Porto Rico Co.	6 "
Vista Hermosa Cigar Co.	5 "
R. Arguelles, Manaque & Sola	4 "
Durlach Bros.	4 "
S. E. Heymann & Co.	4 "
C. Mendez	4 "
Victor Malga & Co.	3 "
B Raap Trading Co.	2 "
Cadiz Cigar Co.	5 boxes

CIGAR DEALER STRANGELY MISSING

Wm. Wells, a well known cigar dealer at Marion, Ind., has mysteriously disappeared, leaving a bride of a few months behind. He recently disposed of his cigar store, receiving about $2,000 in cash. He left his house on July 3, saying he was going to Cincinnati to collect about $2,000 due him from an oil company, but wrote home on July 5, that he had been unsuccessful. Nothing has since been heard of him.

HUSSEY & CO INCORPORATED.

The A. Hussey Leaf Tobacco Co. has been incorporated at St. Louis with a capital of $25,000, fully paid. The incorporators were as follows: Louis P. Sutter, Delavan, Wis., 123 shares; Jacob Sutter, Chicago, Ill., 124 shares; Thos. H. Cobbs, Otto A. Immenhauser and John E. Bishop, all of St. Louis, 1 share each. The new corporation was formally organized at St. Louis last week.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
OSCAR G. BOEHM.
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Combination SCRAP --Filler--
We Make Them for 6, 7½, 9, 10 and 12 cents.
J. L. METZGER Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

Frank Ruscher — Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

H. Velenchik. — S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

AMERICAN BUYERS IN THE HAVANA MARKET.

Buying Now for Present Needs—Promise An Early Return to Purchase Their Supplies for the Season—Business Among Dealers and Manufacturers.

HAVANA, July 18, 1904.

During the week gone by the Havana market has become quite active again, and owing to the influx of seven American clear Havana cigar manufacturers, the sales show a sudden large increase. As the Partido crop has been more advanced than the Vuelta Abajo, the bulk of the transactions consisted of this growth, thus demonstrating that the purchases have been made more with the view of supplying immediate demands than to stock up heavily for the season. A good many of the above buyers have expressed their opinion that they will not wait more than a couple of months before paying us another visit, when they will secure all they shall need before another crop comes around. Judging by present appearances, there is no doubt that the Vuelta Abajo and Partido leaf will all be needed to supply the ever-increasing expansion of the clear Havana cigar trade in the United States, and there will be no surplus stocks left over in the spring of 1905. The erroneous idea, prevailing at the beginning of this year, that the supply would exceed the demand, ought no longer to be entertained by far-seeing manufacturers, as they may find out the contrary, to their loss in dollars and cents. While prices have ruled more moderate than last year, the chances favor an advance this coming fall, and that the cream of the crop will be skimmed off by the early comers stands to reason. So far as Remedios is concerned, one dealer, who has just returned from an extensive trip over the Santa Clara province, claims that the whole crop will not exceed 50,000 to 60,000 bales at most. If correct, it would only mean from 30,000 to 36,000 bales of first and second capaduras for the United States, and in that event higher prices for these grades would not only be justified, but would be paid willingly. The future will solve this question.

Sales.

Sales amounted to 8,032 bales in all, or 2,929 of Vuelta Abajo, 4,803 Partido, and 300 bales of Remedios. American buyers took 4,016 bales, local factories, 2,527, and European buyers, 1,489.

Buyers Come and Go.

Arrivals.—Ignacio Haya, of Sanchez y Haya, and Samuel I. Davis, of Samuel I. Davis & Co., both of Tampa and New York; A. Santaella, of Santaella & Co., Tampa; G. Balbin, of Balbin Bros., Tampa and New York, John Wardlow and Maximo Cespedes, of Ruy Lopez Co., Key West and New York; Simon Batt, of Simon Batt & Co., H. Esberg and Jackson Low, of Esberg, Gunst & Co., and Sol. Hamburger, of Hamburger Bros. & Co., all of New York; Sidney Goldberg, of S. L. Goldberg & Son, New York and Havana.

Departures:—Luis Marx, via New York for Europe; Simon Batt, Harry Erlich, J. S. Janover and Ignacio Haya, for New York; John Wardlow and Maximo Cespedes, for Key West.

Havana Cigar Manufacturers

With the exception of an increased demand for Germany, there is no change for the better in orders from other countries noticeable among the local factories. The trust shipped 350,000 cigars to Germany last week, one-half of which are said to have been made by small outside manufacturers who only work the cheapest Partido leaf, and who have no reputation to lose on their brands.

H. Upmann & Co. purchased 650 bales of Vuelta Abajo and shipped 250,000 cigars. Their factory is working well, and as they intend to start soon on the new leaf, there is no doubt that they will soon be very busy, particularly when their customers have had a chance to try the new cigars made out of the excellent purchases in the lowland Vuelta Abajo district.

Cifuentes, Fernandez & Co. are as busy as any factory at this season of the year; all the tables in their cigarmakers' galleries are occupied, and they have good orders for their famous Partagas brand from the United States, London, Germany and South America.

Rabell, Costa, Vales & Co. are perfectly satisfied in their Ramon Allones factory, as Don Jesus Vales reports no change in the arrivals of orders from the American importers, as well as from Europe and Buenos Ayres.

J. F. Rocha & Co., of the Crepusculo

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., *HABANA, CUBA.*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMMEL.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable; "JEDESE."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

factory, will start to work the new leaf this week. They are turning out 30,000 cigars per day, and report no lack of orders from Germany or London. Their Nene and Jefferson brands find increasing numbers of customers in the United States.

Behrens & Co., of the Sol factory, report no change in their steady demand.

Enrique Dorado & Co., of El Rico Habano, are favored with fair orders from all countries.

Buying, Selling and Other Notes of Interest.

Ignacio Haya is said to have purchased fully 1,000 bales of the new crop for his firm of Sanchez y Haya.

Aixala & Co. were the biggest sellers this week, disposing of 1,231 bales of Vuelta Abajo and Partido.

John Wardlow, President of the Ruy Lopez Co., did not take long in selecting 600 bales of the choicest Vuelta Abajo leaf to tide them over in their Key West factory. He will return for a fresh supply inside of two months.

Sobrinos de A. Gonzalez sold 680 bales of Partido and Vuelta Abajo, and are still in treaty upon several large lots.

Simon Batt only stayed three days, which was, however, sufficient to take over close to 300 bales of Vuelta Abajo and Tumbadero which he had purchased upon his last trip in May, and which were packed for him. He will return for a fresh supply in about two months.

Garcia & Co. have made some satisfactory sales during the past week, but Don Manuel Garcia is averse to giving any figures. That he must be rushed with business is best understood by his having cabled for his partner, Don Norberto Cueva, to come here at once, and who must have left on the steamer Mexico om New York on the 16th inst. When the eight of the packing season coincides with an active selling demand it is impossible for one man alone to attend to everything.

S. L. Goldberg e Hijos have done some business but refuse to give any figures.

Samuel I. Davis is as jolly as ever, and only regrets that business prudence prevents him from buying double the quantity of leaf, as, he says, so far he has always run short in his purchases, and his business is steadily expanding. He is said to have selected already about 1,000 bales of prime leaf. Other sellers were:—Rabell, Costa & Co., 427 bales; Jorge & P. Castaneda, 400; G. Salomon y Hnos., 300; Jose Menendez, 200; Jose F. Rocha, 200; Muniz Hnos. & Co., 250; Gonzalez, Benitez & Co., 250; F. Fernandez y Hnos., 138; Sobrinos de V. Diaz, 130; Rodriguez, Bautista & Co., 124.

P. F. Carcaba purchased 1,400 bales of Vuelta Abajo through his buyer, Don Jesus Pando, in the country, amongst which is the famous vega Las Cuevas de San Juan y Martinez.

Loeb-Nunez Havana Co. received 500 bales of Vuelta Abajo, Partido and Remedios the past week.

Suarez Hnos. received 500 bales of their Vuelta Abajo escojidas.

A. Santaella is very active in our market in selecting for his firm the most suitable vegas, and details may be forthcoming next week.

Voneiff & Vidal Cruz are working strenuously in their several escojidas in the Vuelta Abajo and Hoyo Colorado, from which they are receiving good sized lots every week.

Gabriel Balbin is trying to obtain again at least one-fourth of the famous vega of Padron, of San Luis, which is styled the "King Pin" of Vuelta Abajo lowland section. As he had bought a large part last year of this same vega, he is anxious to secure it again, as he considers the aroma still finer than in 1903, and in order to get it price will be no object.

Aixala & Co. sold 9 bales of Vuelta Abajo wrappers to the Romeo y Julieta factory here for $5 000, and say that no shade grown leaf could be any finer in color or texture, while the aroma is certainly superior.

Gonzalez, Benitez & Co. have received 2,000 bales of Vuelta Abajo, Partido and Remedios, mostly of their own packings.

Antonio Suarez received 300 bales last week of his fine Vuelta Abajo packings, and has just completed his Tumbadero escojida which he made here in the city. The latter amounts to 318 bales in all, of which there are only 60 bales of fillers, the balance consisting of wrappers and caperos of excellent light colors.

Jose Menendez has admitted Don Monuel Sanchez, well known here under the name of "Praviano," to partnership, and as the latter is an excellent judge and well liked in the Vuelta Abajo, it will help to extend the business of Don Jose in having a choice selection of the best Vuelta Abajo vegas always on hand. Among the recent purchases are the vega of Mamey Grande, of Rio Hondo, and two vegas of Barbacoas, near San Luis, amounting to about 400 bales.

Joaquin Hedesa is making at his warehouse, Escobar 102, two very fine packings of Tumbadero and Artemisa, some bundles of which your correspondent saw. They were a very thin, elastic leaf, with the lightest shades of color, therefore when completed no manufacturer could desire any better packing. He intends to have from 1,500 to 2,000 bales this year. Don Joaquin is the successor of Martinez, Hedesa & Co., which firm was established in New York in 1903. He

(Concluded on page 22.)

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** K. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

E. J. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
148 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nargis.
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOT SMITH NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

TOBACCO NEWS OF GREATER NEW YORK

THE LEAF MARKET.

The New York leaf market was fairly good during the past week, with considerable quantities of Connecticut Broad Leaf changing hands, and another increasing demand for Wisconsin and Ohio filler goods. If one were to judge the market conditions by the movement of tobacco as seen going out and into warehouses he would undoubtedly be inclined to the belief that it was even more than good.

In Sumatra there was a steady trade, while Havana has been moving moderately.

• • •

PRESIDENT BIJUR'S FIRST ACT.

Mr. A. Bijur, president of the National Cigar Leaf Association, has entered upon his duties as chief executive in an aggressive and unmistakable manner by issuing a letter to the leaf trade at large calling attention to the danger of any further reduction of the duty on Philippine cigars and tobacco, and urging them to be watchful and to take active measures when the proper time shall have arrived.

His letter was as follows:

Dear Sir: Recognizing in the official agitation for a further material reduction in the duty on Philippine tobacco and cigars the most serious menace that has threatened the cigar and tobacco industry of this country, the National Cigar Leaf Tobacco Association, of which I have the honor to be president, is anxious to take timely measures to prevent either the institution of free trade with the Philippines, or a considerable reduction in the present rate of duty on Philippine tobacco and its products. The coming Congressional elections afford the various tobacco and cigar associations a favorable opportunity of informing Congressional candidates on the opinion of our trade on this subject, and of perhaps securing from such candidates a statement of what their course of action will be when the question will come before Congress.

If you view the question of possible free trade with the Philippines with the same grave concern with which we regard it, will you kindly write me an expression of opinion, and whether or not you will cooperate with us in the plan we have indicated. No financial expenditure will be involved in rendering us assistance; it will simply require that you and the members of your association bring their utmost influence to bear on the Congressional nominees of both parties in their home districts to oppose legislation harmful to the tobacco industry of this country.

Hoping for your prompt reply containing the assurance that you will work with us earnestly and enthusiastically, I am yours respectfully,

A. BIJUR, President.
127 Maiden Lane, New York City.

• • •

J. S. Batroff, a Philadelphia leaf tobacco broker, was in New York this week, accompanied by Messrs. Chas. and Fred Hipple, of Hipple Bros., leaf dealers in Philadelphia, who were looking over the market in quest of suitable goods for their trade.

• • •

F. Garcia & Bros. have instituted proceedings against Juan Garcia and Theodore Garcia, trading as J. Garcia & Bro., of this city, alleging an infringement upon a copyrighted brand for cigars.

• • •

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association of New York was held at the association headquarters on Third avenue on Tuesday last, and was fairly well attended.

Concerning the proposed insurance feature, S. J. Freeman, chairman of a committee appointed to formulate plans for its promulgation, made only an informal report expressing a desire for a little more time to confer with some additional members before filing a final report. It is proposed, however, to include life, fire and sick benefit insurance, as well as a fund to aid members, etc.

President Donigan reported the progress of the association, which he said was going ahead all the time, and he felt confident that the months of July and August would show quite as favorable a result as did the month of June.

President R. E. Lane, of the National Association, who was present, suggested the possibility of taxing the retail dealers in cigars and tobacco, but the proposition was promptly objected to by President Donigan, on the ground that it would seriously affect small dealers, probably driving some of them out of business, for the local association was dependent largely upon the small dealers for their support. Sidney J. Freeman, however, favored the adoption of such a movement, because he felt that it would have a tendency to keep barbers, paper stores, candy shops, peanut stands and street vendors out of the cigar field; but no definite action was taken.

It was suggested by Mr. Lane that at some future meeting of the association the Leaf Tobacco Board of Trade, and also cigar and tobacco manufacturers, be invited to attend for the purpose of exchanging views and getting closer together. The suggestion was received with much favor on all sides, and it is expected that an early meeting will be selected for such purpose.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

The Acker, Merrall & Condit Co. have consummated contracts for the erection of a large building on Forty-third street, near Broadway, on which work has already commenced.

• • •

The product of the Tillonette Match Co. is now on the market. The organization was recently completed, with headquarters at 94 Park Row. The A. H. Hillman Co. are the distributors of the goods, and a suitable variety of matches is being marketed with a view to meeting the requirements of the trade.

• • •

Charles M. Logue, President of the American Stogie Co., has returned to New York, after an extended trip through the Western States.

• • •

Don Luis Marx, of Havana, spent several days in New York last week before taking passage on the steamer Savoie for Europe, where he expects to spend the remainder of the summer.

• • •

B. Cueva, of F. Miranda & Co., sailed for Havana, on the the steamer Morro Castle, on Saturday last.

CIGAR SIGNS MUST BE IN ENGLISH.

Collector McCoach, of Philadelphia, recently summoned an Italian cigar manufacturer before him because he had no sign displayed in front of his shop, as required by the laws governing the Internal Revenue Department.

The Italian responded by bringing to the office of the Collector a sign with letters on it three inches high—in Italian.

"But the law contemplates the use of the English language," said the Collector. The Italian demurred to this, and the matter was taken to Washington, where it was decided that signs of cigar manufacturers, so far as they related to the department, must be in English.

IMPERIAL TOBACCO DIVIDEND.

London, July 25.—The Imperial Tobacco Co., Ltd., has declared for the half-year ending April 30 an interim dividend at the rate of 6 per cent uyon preferred ordinary shares, payable August 1. The directors of the company state that the result of the half-year's trading shows a substantial increase over the profits of the corresponding period of last year.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

CIGAR MANUFACTURER, wishing to increase his business, desires as partner Cigar Salesman with trade. Some capital required. Address, MANUFACTURER, Box 136, care of The Tobacco World, Philadelphia. 6-22-tf

LEAF TOBACCO SALESMAN—experienced, and well acquainted in Philadelphia, Pennsylvania and Maryland, is open to engagement with house carrying a general line. Address SALESMAN, Box 135, care of The Tobacco World. 7-6

FOR RENT—Well equipped Cigar Factory in First District; good railroad and other facilities. Will sell equipment if desired. Address MANUFACTURER, Box 133, care Tobacco World, Phila. 7-13 m

WANTED—Cigar Manufacturer to furnish stock for mold work; first-class workmanship; shaper or dry work. 7-6 JOHN S. WEAVER, Vita, Pa.

Philadelphia Tobacco Trade.

With Manufacturers and Jobbers.

Duncan & Moorhead, of this city, with offices in the Ledger Building, have applied for a charter under the laws of New Jersey to incorporate into a new company with a capital of $250,000. The incorporators given are Jacob M. Duncan, H. Stewart Moorhead and Henry Ashburner. Mr. Moorhead, when seen by a Tobacco World representative, said that the new company would probably not be in operation until next week, and therefore he could not make any statement of its future policy at present. The concern will not move from its present quarters in Philadelphia, and business will continue much the same as before. It is likely that the Marcello and other well-known cigars will be pushed more vigorously than ever Mr. Ashburner is to be a director in the new company.

H. Blumenthal, of Jeitles & Blumenthal, cigar manufacturers on Randolph street, sailed for Germany during the past week. He will visit his son, who, preparatory to entering Heidelberg University, has just been graduated from the University of Halle, Leipsic.

The Jerome Sykes nickel cigar, recently placed on the market by Morris D. Neumann & Co., is being well received wherever put out. Secretary Sig. C. Mayer, having returned from his trip to the South, is making frequent trips to Atlantic City.

Duncan & Moorhead have placed the Belfo, a new nickel cigar on the market. It has the quality and bids fair to be a good seller.

The El Draco Cigar Company has had erected, at Twenty-second and Chestnut streets, a big sign that is a novelty in a way. Advertising the Hunter and Rutherford cigars, its center contains a glass receptacle displaying those two grades of smokes.

A. R. Wilcox, with Pent Brothers, of Tahoma fame, is in the Southern States on a business trip.

W. B. Growtage, of the American Lithographic Company, of New York, was in Philadelphia during the week, visiting cigar manufacturers.

A. S. Valentine & Son's Valorita cigar factory at Key West, although started but a short time ago, has more than doubled its capacity and is still being enlarged.

Bayuk Bros. Cigar Company is increasing its working force. This increase was made necessary by the receipt of a standing order for 50,000 Havana Ribbon cigars per week from a western concern. Bayuk Bros. have long been overcrowded with orders, and this new demand made it impossible for them to get along without the extra hands.

Richard T. Gumpert, of Gumpert Bros, has sent a cablegram to his office in this city announcing his safe arrival in Holland. Mr. Gumpert is now touring in Switzerland.

Frishmuth Bros. & Co's new tobacco factory, at Seventeenth street and Allegheny avenue, is now under roof. This week the foundations were laid for the big boilers and engines which are to make electricity for the entire plant. A large stock of tobacco is already stored in the big warehouse.

The Vicente Portuondo Cigar Manufacturing Company will shortly announce three new brands of cigars, which will be of a quality and flavor to sustain the well known reputation of this concern. Salesman Jacoby has left on a trip to San Francisco, while M. Levine is on a vacation.

T. J. Mattox, of Montgomery, Ala., a prominent Southern cigar man, was in town during the week.

Among the Retail Trade.

Parker's Special is the leader at the store of C. L. Parker, on Arch street, near Tenth, where other well known cigars and tobacco goods are handled.

Hogan Bros., on Fourth street, near Walnut, are making a specialty of Samos and Flor de Garcia cigars.

Monbars cigars are the leading attraction at the store of E. L. Simon & Co., on North Sixth street.

Hancock & Adams, under the Press Building, have a fine window display of La Admirable cigars.

R. Goldsmith & Co.'s new store at Third and Chestnut streets, had a very encouraging first week, and, with its fine and varied stock, promises to be one of the leading stores in that section.

George W. Fritze & Co., on Third street, below Market, are making a special showing of Full Mast and Society Rules cigars.

The La Hilda Cigar Co., on Chestnut street below Third, are featuring their La Hilda, Senator and Law Club cigars.

The west end specials of the United Cigar Co.'s store at Eighth and Chestnut streets were the Robin Hood and Unico cigars.

Finley, Acker & Co.'s store under the Reading Terminal is handling Gumperts' Full Weight and the Casinola cigars.

Joseph Way, the Market street dealer, has a new cigar, and it has already become a favorite. It is called the Mask and Wig, and is of the 10c variety.

The leaders at Vendig's store at present are the Flor de Alfonso and King Clay.

B. Lipschutz, on North Twelfth street, has his big bulk window filled with a fine display of Recomenda and Appraiser cigars.

B. S. Smith's store, on Filbert street opposite the City Hall, has donned a new dress in the shape of a coat of rich red paint.

J. A. Lasa's store, on Arch street near Broad, is handling all the popular brands of that factory, including El Barto, Los Indios and Hernan Cortez.

Rahme's City Hall Cigar Store on North Broad street finds a good demand for the Good Smoke cigar, which is at present the special feature.

Coates Coleman, of Fifteenth street and South Penn Square, has as his window features the Flor de Swing and El Generalio cigars.

M. C. Vanaman's store, on Juniper street above Market, is making a special feature of the La Esencia, La Flor de Carey and La Flor de Alfonso cigars.

Rosenberg's store, on North Eighth street, has an appreciable run on the Vuelta Ribbon, Astro, Camille, and Two Dromios cigars.

A. Meurer, whose factory and store are on Vine street below Niuth, have a special attraction in Meurer's Panetalas. His Havana filled cigar is called the Mercantile.

The Royal Perfectos and the Marcello continue to be the leaders at Batten's store on Ninth street above Arch. Business shows no dullness of the summer months with Frank.

Sterner & Cassady, of Eleventh and Walnut streets, find a demand for their special cigar called the Walnut Colonials. Their high grade is the Las Habanas Reales, a 10 cent cigar, and they also have a fine display of pipes.

Klais & Schaible, at Race and Franklin streets, have as a leader the Schaible 5 cent straight cigar, but handle a full stock of the best local goods.

C. S. Hiller's cigar store, on Eighth street near Race, makes a specialty of the Oxus and Henry Clay cigars.

Yahn & McDonnell, at Fifteenth and Chestnut streets, acknowledge that business has been very good since they opened their new store. They carry a bewildering stock of the choicest goods, and are constantly beset by salesmen introducing their lines. Among the store's special features in the cigar line are the Dronela, Tadema, Stupenda and La Flor de Sanchez y Haya.

Showell & Fryer, the wholesale and

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

IF IT'S MADE OF TOBACCO,
WE CAN MAKE IT.
Keystone Tobacco Company
READING, PA.
Manufacturers of
Chewing and Smoking Tobacco
We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

F. M. HUNT A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

retail grocers, are making a big window display of the Melodiosa and Porto Rico smokers, in addition to their standing stock of Sapho de Nethersole cigars.

John Klindworth, formerly in the retail cigar business at Third and Chestnut streets, is to represent a Key West cigar manufacturer. He will have the agency for Philadelphia and vicinity, in all likelihood.

A big stock of As You Like It cigars is being disposed of by Godfrey S. Mahn, at his Eleventh and Chestnut streets store. This is one of Mr. Mahn's most successful cigars.

Among the visitors to the retail trade during the week were Mr. Conners, of Amo, Ortiz & Co., Key West, and Mr. Jennings, representing Cuesta, Rey & Co., of Tampa.

Henry Krauss, of Krauss & Co., of Baltimore; and Mr. Mosedale, of Sanchez & Haya, Tampa, were in town during the week.

A new Porto Rico cigar is being handled exclusively by the M. J. Dalton Cigar Co. store, Thirteenth and Arch streets. It is called the Colon-Cervantes and has an odd label—a red back ground upon which are the white busts of the two Spanish celebrities. The Purple Ribbon, one of Dalton's old good sellers, is prominently displayed.

The store of the M. J. Dalton Cigar Co., at Thirteenth and Chestnut streets, has quite a demand for the La Mas Fermosa cigar, the newest thing in cigars from Havana and made by R. Lopez & Bro. The two new brands Corona and El Stanelo, domestic cigars are meeting with great success. Older cigars that are good sellers are the Confido and E. C. Malecon.

Howard March & Co., who recently opened a new cigar emporium on the ground floor of the Land Title Building, report that business has been unusually good, in fact, they had to replenish several of their favorite varieties. The Princess Louise is considered the best seller.

Miller Bros.' store on Market street near Fourth, is undergoing some repairs and improvements.

James Stead, whose adjunct store is at Thirteenth and Commerce streets, reports a good retail business. His cigars in demand are at present the Nathaniel Hawthorne, Young Recruit, XXXX, and Pennant cigars.

Bock & Co., of South Broad street, are at present displaying the Bock & Co., the Sir Roger, the Ponce de Leon and the Premeanta cigars. Mr. Bock says his business is equal to last year and he is satisfied.

E. Broomall, of Thirteenth street below Chestnut, has a big window display of the In-er-seal cigars of the American West Indies Trading Company.

A large and richly colored sign of the 7-20-4 cigars now adorns the top of the Pennsylvania Cigar Stores Co. at 144 North Eighth street. The 7-20-4 is the product of Roger G. Sullivan, of Manchester, N. H., and the goods are distributed in this city by the Catlin Tobacco Company, whose headquarters are also at 144 North Eighth street.

P. L. Reed, of Larus Bros. Co., of Richmond, Va., was a visitor in Philadelphia last week, accompanied by W. W. Russell, the firm's traveling representative.

Chris Spiegel, trading as the Spiegel Tobacco Co., at 714 Vine street, is working quite industriously to build up a jobbing business in independent and union goods. He is making free deliveries.

President Tuck, of the Retail Cigar Dealers' Association, says that much

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

W. C. JACKSON
Manufacturer of
Fine Cigars
East Prospect, Pa.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF
High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

Ralph S. Stauffer,

MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.

CORRESPONDENCE SOLICITED.

A. K. MANN,

Grower and Packer
—OF—
LEAF TOBACCO
Millersville, Pa.

Located on Line of Millersville Trolley.

success is rewarding the efforts of the Committee on Membership in securing new candidates for admission. One of the committeemen is authority for the statement that many new members will be proposed at the next regular meeting. Retailers everywhere are getting in line since they see so much practicsl work ahead of them.

Leaf Dealers' Jottings.

Despite the pessimistic views of a few of the trade prognosticators, the tobacco leaf dealers reported that trade continued to be good last week. A few reported that there was an improvement, while several stated that business was better than that of the corresponding period last year.

Dohan & Taitt had an unusually heavy demand the past few days. This firm has a new salesman on the road, who is scoring a success in the Western States. He is Joseph H. Sprenger, Jr., and his initial trip has proven him to be a valu able addition to the firm's traveling force. He has been sending in plenty of orders. T. J. Daly, another salesman, has been making an extensive trip through the Eastern States, where he found fair busi ness. Salesman L. F. Mueller made a satisfactory canvas through Pennsylvania.

L. P. Kimmig & Co. are having an excellent demand for their new 1903 crop, which has been pronounced very fine. The firm considers itself fortunate in not encountering any black rot in this stock, a failing that has been conspicuous, they say, in many of the 1903 crops. The business consummated in Philadelphia has been very good.

D. Pareira & Co. shipped 35 cases during the week, which somewhat depleted the stock of the warehouse. The firm expects a new lot of Wisconsin and Pennsylvania tobacco this week.

F. Eckerson & Co. say that their business is better than at the corresponding period last year, which goes to help explode the opinions of "calamity howlers" regarding the Presidential year.

C. D. Jones, leaf dealer, reports a fair retail business. This dealer will soon send representatives over the old territory of the house, with the view of regaining the former trade up through the State.

Young & Newman say they have no reason to complain about the way that trade continues. They are handling considerable Connecticut, Pennsylvania, Havana, and 1903 Little Dutch tobacco. The latter, of excellent color, is in special demand.

George Burghard got in a large lot of fine Onondago tobacco, and reports that his sales have been quite good.

The Amsterdam Sumatra Company received a heavy consignment of Ohio, Wisconsin and Connecticut leaf, most of which will go to fill outstanding orders.

Charles Hipple, of Hipple Brothers, made a business trip to Sellersville early in the week. On his return he started out on a canvas through New Jersey.

Leaf broker Louis Bythiner was laid up for a week at his home with muscular rheumatism. He has, however, returned to active duty.

Liberman Bros. received 48 bales of Sumatra this week, which was purchased by I. Liberman, of the firm, who is now in Europe.

L. R. Eisenbrand, with L. Bamberger & Co., started for the west last Thursday night, soon after his return from a trip up the State.

E. J. Powell, office clerk for George Burghard, leaf dealer, has returned to work, after being laid up for a week with a badly sprained ankle. Mr. Powell does not blame the Union Company, saying that his foot bent under him as he leaped from a trolley car.

J. Hirschberg & Bro. continue to report excellent leaf sales. Among the transactions last week was a sale of 300 cases of old Wisconsin tobacco to a large manufacturer up the State.

LEAF WAREHOUSE FOR LOUISVILLE.

On September 1, 1904, there is to be opened in Louisville, Ky., a new leaf tobacco warehouse, by Geo. C. Turner & Co., who have leased the Falls City Warehouse from the Dennis Long estate, the owners. The members of the concern are J. C., G. C. and J. S. Turner, of Shelbyville, sons of Joseph S. Turner, who was for many years actively connected with the Louisville tobacco trade as a member of the firm of Rice & Turner. He has retired from business. They have a capital of $100,000, and will run the establishment as an independent warehouse.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

OUR LETTER FROM HAVANA.

(Concluded from page 11.)

returned to Havana in 1900 and opened his present warehouse for his own account. As he is a good judge of tobacco, well known in the country, and has any number of friends in the United States, his business onght to be increasing from year to year. His brother, Ricardo Hedesa, holds the power of attorney, and one of the two brothers is constantly in Havana. The cashier is Jose T. Iribarren. Don Joaquin is doing business upon a straightforward American basis, making his packing clean and uniform in class, besides guaranteeing to the purchaser that each bale in the class will correspond to the others, and the tobacco will burn perfectly. He has some 200 bales of his packings ready, which his Tampa, Key West and New York customers ought gladly take note of. Of Vuelta Abajo he is receiving vegas upon consignment, while so far he has paid no attention to Remedios tobacco.

Luis Marx.—The numerous friends of Don Luis assembled at the dock to wish him godspeed, a pleasant vacation in Europe, and a safe return here in September or October. As he has finished and sold his Tumbadero packings of his Zorilla and San Antonio farms, there is nothing for him to do here until the campaign of the 1905 crop opens.

Receipts From the Country

	Week Ending July 16. Bales	Since Jan. 1. Bales
Vuelta Abajo	11,808	71,194
Semi Vuelta	726	4,693
Partido	2,384	29,368
Matanzas	—	112
S. Clara & Remedios	2,992	12,860
Santiago de Cuba	—	242
Total	17,910	118,469

Livening Up in Lancaster.

Renewed Interest in the 1901 Crop—Reported Damage in the 1903 Not Serious—Trade News.

Lancaster, Pa., July 25, '04.

The local leaf market has had a little more life during the past week, and the 1901 crop is coming in for a greater share of attention. With several smaller packings already sold it has suddenly aroused interest, and some dealers who some months ago turned it down are now beginning to change their opinions and say that they believe it has merit after all. Hence the several sales reported.

The 1903 crop is not giving packers as much concern as some papers erroneously state. Of course, it is admitted that there is a percentage of damage, but it is no greater than is often the case, and all damaged goods are being carefully gone over and thoroughly cleaned out. The very nature of the damage thus far found indicates the excellent quality of the sound leaves.

The cigar industry in this county is beginning to see brighter prospects ahead, and there are comparatively few idle cigarmakers in the county, as most factories are working steadily.

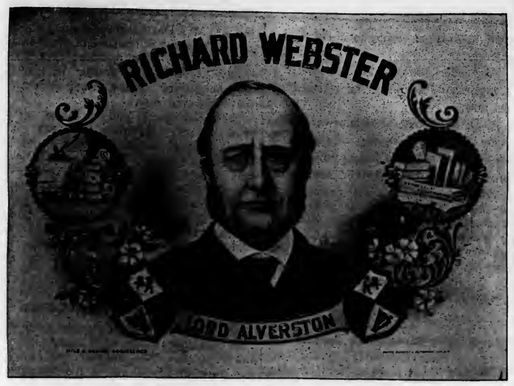
A. B. Levinite, a West End cigar manufacturer, was away on a several days business trip last week.

J. J. Zinn, of Martindale, was in Philadelphia last week, looking over the leaf market and calling on cigar jobbers, with a line of his goods.

Walter S. Bare, of Lititz, has been handling quite a large amount of Con-

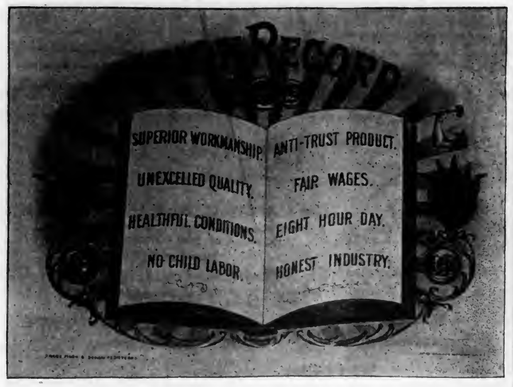
WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced.
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

E. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market 10¢

5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN & SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

necticut wrapper among local cigar manufacturers.

The cigar industry in the vicinity of Bowmansville seems to be rather quiet just now.

A. D. Killheffer, proprietor of Eureka Cigar Factory, is among the busiest in the county. He has been running a full force for months, and while more help could be used he has no room for seating any more cigar makers than he now has. In short, he is in need of larger quarters, as orders are coming in steadily, and sufficiently large in volume to keep him busy for a long time to come.

MANUFACTURERS' TOBACCO CO. SELLS OUT.

Acquired by Continental Tobacco Co.

Louisville, Ky., July 22, 1904.

The sale of the plant of the Manufacturers' Tobacco Company, of this city, to the Continental Tobacco Company, which has been seeking control of the former concern for some time, although the transactions have been kept as quiet as possible, has at last been consummated, but it is expected that the plant will be continued at least for the present under the old management. Practically all of the capital stock of the company has been secured by Continental interests.

The Manufacturers' Tobacco Co. was organized by John Whitman, Hugh Gorman and the late John E. Doerhoefer, together with some others, and the stock was originally held principally by Louisville people. The officers of the company are: Hugh Gorman, president; J. E. Doerhoefer, Jr., vice president, and R. E. Strong, secretary. Both John Whitman and Hugh Gorman were formerly connected with the Finzer Tobacco Co.

Upon the death of the late John Doerhoefer the Fidelity Trust Co. became the executor of his estate and promptly sold his holdings to the Continental Tobacco Company. At the time of the sale the Doerhoefer estate controlled the corporation. Mr. Doerhoefer owned 48 per cent of the stock at the time of his death, and when the Fidelity came into authority John E. Doerhoefer, Jr., and other heirs were advised to buy the control of the company.

Three per cent of the stock was held by capitalists in Detroit, and was acquired through a personal visit of Mr. Doerhoefer's sons. With the 48 per cent which they already owned, the control of the company belonged to the estate. This was sold to the Continental, though the price is not known. The Continental bought the holdings of John Whitman, Price Owen and Hugh Gorman, giving the trust practically complete ownership of the plant.

ACQUIRE A STORE IN LACROSSE

Fay Lewis & Bros. Co., who already have prominent stores at Rockford, Ill., and Milwaukee, Wis., recently purchased the store and business of the Bigelow Cigar Company at La Crosse, Wis., which is to be another addition to their list of branch establishments. Negotiations had been under way for some time.

FLORIDA TOBACCO CROP.

Quincy, Fla., July 22, '94.

The tobacco crop this year promises to be a huge success. There was some uneasiness at one time on the part of tobacco growers who were rather doubtful of the final results, but later rains dispelled all fear from that source. Among the larger planters, where irrigation was employed, the tobacco was steadily in a thriving condition. Pruning has been practically completed throughout the tobacco growing district. Some planters, who were not irrigating their land, found the plants were making such slow progress that some plowed them under and planted anew. This will delay the usual time of harvesting, but it is now regarded as certain that they will have a more uniform crop than they otherwise could have had. On the whole, tobacco growing here seems to be in a healthy condition.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the		person	estimating nearest,	25,000 —— in cash ——	$25,000
To the next	1	person	estimating nearest,	10,000 —— in cash ——	10,000
To the next	1	person	estimating nearest,	5,000 —— in cash ——	5,000
To the next	2	persons	estimating nearest,	2,500 each, in cash ——	5,000
To the next	10	persons	estimating nearest,	1,000 each, in cash ——	10,000
To the next	20	persons	estimating nearest,	500 each, in cash ——	10,000
To the next	20	persons	estimating nearest,	250 each, in cash ——	5,000
To the next	100	persons	estimating nearest,	100 each, in cash ——	10,000
To the next	200	persons	estimating nearest,	50 each, in cash ——	10,000
To the next	500	persons	estimating nearest,	25 each, in cash ——	12,500
To the next	1,000	persons	estimating nearest,	10 each, in cash ——	10,000
To the next	4,000	persons	estimating nearest,	5 each, in cash ——	20,000
To the next	5,000	persons	estimating nearest,	2.50 each, in cash ——	12,500
10,855	**Awards, aggregating**				**$145,000**

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

William McKinley	(Republican)	7,207,923
William J. Bryan	(Democrat–Populist)	6,358,133
John G. Woolley	(Prohibition)	208,914
Eugene V. Debs	(Social Democrat)	87,814
Wharton Barker	(Middle of Road or Anti-Fusion People's Party)	50,373
Joseph F. Malloney	(Soc. L.)	39,739
J. F. R. Leonard	(United Christian Party)	1,059
Seth H. Ellis	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,
Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

MILWAUKEE STORE CHANGES HANDS

Milwaukee, Wis., July 23, '03.

One of the oldest cigar stores in the city changed hands on Monday last when F. H. Crombie purchased the Board of Trade Cigar Store, which was established shortly after the completion of the Chamber of Commerce building in the '70s, by C. F. Winkler. At his death, four years ago, the business passed into the hands of his son, C. F. Winkler, Jr., who has disposed of it, but he will retain control of his father's manufacturing business located on Twelfth street. Mr. Crombie has a store just across the street in the new Insurance Building.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

In my last letter I spoke of the probability of a large amount of tobacco being ready to top. But I am very happy to say this week that instead of a very large amount being ready only a small amount was really ready to be topped; for the plants are surely getting to be old fashioned, and are growing broad instead of tall.

The comparison between 1903 and 1904 is very marked. Last year much of the tobacco, when it had acquired the height of one foot, shot up the stalk, and in a day or two it began to show the bud. But this year the bud is very slow in making its appearance, and old growers say now that there is every indication of a heavy yield. The plants are broad and stocky, of good color, with well shaped leaves, and, as a man observed to me, some of the stalks are larger now than many of them were at the time of cutting last year, and the planting, at least where it was set early enough to form an opinion, looks now as though we should have a fine crop.

When a plant of tobacco puts out a large stalk we are pretty sure of having a large and heavy weight of leaf. But if the stalk is small we may as well calculate on short, narrow leaves of a dirty, yellowish color, with a very mottled surface after curing. When that plant is properly dampened (either by the use of steam or by moist weather) the leaf will be soft and glossy, and will sweat without harm. While a crop with the calico-colored leaf will not dampen right, but is liable to be injured in the shed or in the sweat room.

Our correspondents write:

Suffield: "Tobacco has of late been making a rapid growth, and the fields that were set early are now ready to be topped. Am sorry to report a slight damage to some fields by the hail, the great enemy to the tobacco grower. We are having a fine rain this morning, which will do the crop lots of good."

East Whately, Mass.: "Tobacco in this section is looking fine, growing rapidly and promises to be a very nice crop."

Hatfield, Mass.: "Tobacco is making a very rapid growth, and the promise of a large yield is plainly to be seen."

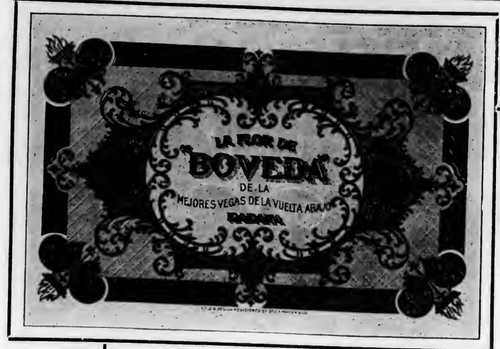
Sunderland, Mass.: "Tobacco has made a good growth in the past few days and looks as though we should have a fine crop, provided we can escape the hail. It is very warm, and with an occasional shower we shall have fine growth."

Today I visited a field of tobacco and counted the leaves that were as wide or wider than my three fingers, and the least number found were fourteen. Some had fifteen leaves on a stalk and one had sixteen leaves, while ten feet away you could not see the bud. We call that large tobacco for any year, and the promise for a large, heavy growth. In this particular field there has been but one setting over, and in the three acres you cannot find one hundred small plants. We attribute this good growth to a liberal amount of potash applied. (But wait and see!). We were pained to learn by the local papers of a visitation of hail July 16, and to note the amount of damage done. In some towns the injury was estimated up in the thousands of dollars. I am always sorry to chronicle any such hard luck as has been reported, and I hope the damage was overestimated. What we have heard of was mostly in Connecticut.—Amer. Cultivator.

EDGERTON, WIS.

A season of vacation days has about arrived for the leaf tobacco trade. A small amount of buying of last season's crop is still going on but generally speaking the packers have about closed up the work of handling the crop and the warehouses have a deserted appearance again. A moderate traffic in low grades continues but prices do not rise much above that paid for stemming stock. A few transactions coming to notice are:

Henry Lewis, 12cs at 7 and 3c.
J. Halverson, 4a at 7 and 3c.
Peter Matson, 11cs at 7c.
L. S. Grinde, 8a at 4½c.
E. Eigheny, 7a at 4c.
Nels Orvold, 3a at 4c.
C. E. Pierce, 3a at 4c.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited. York, Pa.

Boveda, Lord Playfair,
All Havana. Seed and Havana.
Nat Wills, Montello,
Five Cent Leaders.
Samples to Responsible Houses.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: { York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. RAAB & SONS,
MANUFACTURERS OF

High Grade Cigars.
CAPACITY 75,000 PER DAY.
DALLASTOWN, PA.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

J. S. Regstad, 4a at 4c.
A. Johnson, 30cs at 6 and 2c.
S. Hart, 45cs at 7, 3 and 2c.

The movements in old leaf are confined mainly to small lots on manufacturers' orders.

The weather has been especially suitable to phenomenal growth of the new crop which promises better at this date than almost any season the grower can recall. The fields show an even, healthy growth, and a harvest not so very far away.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market has been quite active, with free sales at somewhat lower prices. The receipts show some falling off, and ere long will be smaller. Loose floor sales are not so large. Prices steady: Lugs, 2½ to 4c; Leaf, 3½ to 7c.

Lugs—Low, 2¼ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¼c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6¾c; Good, 6¾ to 8½c; Fine Wrappers and Selections, 8 to 12½c.

Showers during the week, with hail damage in some sections.

Receipts for the week, 525 hhds; sales, 583 hhds.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 646 hhds; offerings on the breaks, 471 hhds; public and private sales, 628 hhds.

Our market was easier this week on the lower grades of Lugs, and somewhat stronger on the lower grades of Leaf possessing some substance or fatness; otherwise there was no material change to note.

Receipts are lighter this week and shipments are going out freely. Prices are not entirely satisfactory to sellers, yet they are meeting the market freely and the unsold stocks are less than half of what they were at the same time last year.

We have had an unusually rainy summer, and the growing crop promises to be of large leaf without fatness. But much depends upon the weather that we are yet to have during the next two months.

QUOTATIONS:

Low Lugs	$3.00	to	$3.25
Common Lugs	3.25	to	3.50
Medium Lugs	3.50	to	4.00
Good Lugs	4.00	to	4.50
Low Leaf	4.25	to	5.75
Common Leaf	5.00	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.50
Fine Leaf	10.00	to	12.00

Business Changes, Fires, Etc.

Arkansas

Fort Smith—O. D. Weldon, cigars, sued $402.

Pine Bluff—W. B. Benton & Co., cigar manufacturers, sold out.

Connecticut

Norwich—H. S. Willows, cigars, etc., sold out.

Florida

Jacksonville—Guy Secord, cigars, etc., bill of sale, $500.

Illinois

Chicago—Chas. Reimer, cigars, bill of sale, $1.

Indiana

Farmington—C. Raab, cigar manufacturer, information published last week erroneous.

Kendallville—Wm. H. Bowen, cigar manufacturer, chattel mortgage, $586. ——J. S. Ritter, cigars, etc., sold out.

Iowa

Marshalltown—Sanford Hartwell, cigars, sheriff in possession. ——Lamb Bros., cigars, bill of sale, $1,000.

Massachusetts

Boston—Ellis Barnett, cigars, dead. ——Geo. J. Bascom Co., cigars, etc., chattel mortgage, $100, etc., to secure bonds.

North Adams—Elias Abbott, cigarette

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID, DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1866
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Has Assorted No. 5 Tobacco Cluber.
Hopkinsville, Ky.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1896—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO., Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

manufacturer, bill of sale, $100.

Michigan

Detroit—Marten Cigar Box Co., judgment, $396.

Nebraska

Fairbury—Higgins & Reger, cigars, etc., dissolved. Succeeded by Reger & Rood.

Omaha—John Alperson, cigars, sold out to the Dillon Drug Co.

New York

Buffalo—E. G. Fuchs, cigar manufacturer, petition in bankruptcy.

Gorham—John A. Stawsa, cigars, real estate mortgage, $1,175.

New York City—Jacob Stahl, Jr. & Co., cigar manufacturers, damaged by fire.——Perez, Rodriguez & Co., cigar manufacturers, dissolved. Business continued by Marcelino Perez & Co.——Schatz & Saqui, cigar manufacturers, dissolved.

Ohio

Hamilton—Walter Brown, cigars, canceled chattel mortgage, $1,000.

Pennsylvania

Reading—H. S. Batchelder, retail cigars and tobacco, satisfied execution, $110——Thomas P. Moore, retail cigars and tobacco, satisfied mortgage, $867.

Rhode Island

Providence—E. C. Zuleger, tobacco, chattel mortgage, $100.

Tennessee

Memphis—J. J. Bohan, retail cigars and tobacco, dead.——L. E. Trimble, cigars and tobacco, chattel mtge., $635.

Washington

Lind—W. S. Yaple, cigars, succeeded A. W. Lilies.

Wisconsin

Fond du Lac—Zoellner & Brunkhorst, cigars, succeeded by W. Zoellner.

Milwaukee—J. F. Brill, cigars, etc., released chattel mortgage.

Orfordville—O. A. Peterson, leaf tobacco, warranty deed, $1,225.

PATENTS RELATING to TOBACCO, Etc.

765,221 Paper holder; George Arents, Jr., New York, assignor to Continental Tobacco Company.

765,316 Paper feeder; James A. Keyes, New York, assignor to Wright's Automatic Tobacco Packing Machine Co., Lynchburg, Va.

765,585 Tobacco stemming machine; Lorenzo D. Lorentz, J. C. Buchanan, and A. O. Travis, assignors to Pneumatic Tobacco Stemmer Co., Washington, D. C.

765,394 Tobacco pipe; Harry E. J. Morgan, Midland Junction, Western Australia, Australia.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*
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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT, KING DUKE GRANULATED, KING DUKE CUT PLUG, SHIRK'S BEST TWIST, REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS · SPECIAL DESIGNS · ENGRAVING · EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA · PERIQUE
MARYLAND CLUB MIXTURE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of **High Grade CIGARS** All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIV., No. 31. | PHILADELPHIA, AUGUST 3, 1904. | ONE DOLLAR PER ANNUM Single Copies, Five Cents.

TO THE MANUFACTURERS OF CIGARS!

Since we are in *Our New Quarters,* at *240 Arch St.,* we have determined to cater to your wants more than ever. We have, in connection with our business, a *First-class Retail Department,* not only for the small, but for the large manufacturers as well. Many take advantage of ordering *a few pounds of Sumatra, Havana, and even Domestic Goods, for Special Orders,* and after they are thoroughly **Convinced of the Quality of the Goods and our desire to please them,** they order by the Bale and Case. Small orders receive the same attention as large ones, and *Our Goods Will Please You.*

What do you want? Tell us.

Order a few pounds as a sample. Get to know us, and we will do the rest.

L. G. Haeussermann & Sons

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO

240 Arch St., Philadelphia.

Formerly at 23 North Third St.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food you eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

PHILADELPHIA SMOKE VETTERLEIN BROS. SABOROSO PHILADELPHIA CIGARS BOSTON

Reserved.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

ALLEN'S NAPOLEON 5¢ CIGAR

CHANNING ALLEN & CO.
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA.
Factory No. 909. Bell Telephone 4836-A.

PENT'S TAHOMA 5¢ PENT BROTHERS CIGARS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.
Factory 1839.

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READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

Pathfinder
SOLD UNDER BONA FIDE GUARANTEE

W. K. GRESH & SONS, Makers, Norristown, Penna.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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Are You in Favor of a State License For Cigar Stores?

THIS question has been agitating the minds of tobacco men generally, and retail dealers particularly, ever since the appointment of a committee by the local Retail Dealers' Association to draft a license bill to be presented through some State Representative to the next session of the Legislature.

The arguments pro and con in regard to the proposed license are numerous and interesting. While one side claims that anybody has the right to sell cigars, and should not be prevented from doing so by an organized few, the other side alleges that the imposition of a license would be the best thing that could happen to the bona fide retailers. It would prevent the abuse of the business by small, irresponsible dealers, candy stores, soft drink establishments and cheap restaurants. It would render the substitution of cigars by box stuffing methods impossible, as, under the proposed new law the license of an offender could be revoked upon proof that the offense had been committed.

Those in favor of the license say that there used to be such a license, and that it worked to the advantage of the legitimate cigar store man. This tax finally dropped to $2.50, and was at last taken off altogether, but for what reason the big retailers never knew.

A prominent jobber, who deals extensively in wholesale lots, was of the opinion that the scheme to have the license law passed taxing retailers at least $25 per year is all talk. He said that certain retailers have been trying to agitate the matter for the past five years but without result. He thought that the present mercantile tax, which requires dealers to pay a tax in proportion to their business, was enough of a burden upon the retailer.

J. E. Tuck, president of the Retailers' Association, and a prominent manufacturer and retailer, said:

"Most certainly I am in favor of a license for retail stores. It would be a good thing for the retailers and the organization. Retailers would be retailers and the smaller places, like candy shops and cheap restaurants would have to pay the license or quit selling cigars. It would prevent the refilling of boxes with inferior goods, and other impositions upon the public; under the law to be asked for a license could be revoked where such practices were detected."

E. J. Wallis, a director of the M. J. Dalton Cigar Company, and manager of the store at Thirteenth and Chestnut streets, said:

"I am in favor of the plan to procure a law to license cigar stores, and think the tax ought to be $100 instead of the $25 it is proposed to ask for. The liquor and tobacco used in this country are the government's heaviest sources of revenue, and why should not a cigar store be licensed as well as a saloon. It would add to the importance and responsibility of a good retailer of cigars and be better for the business all around. It would prevent many abuses of the trade by those who might be better satisfied if they were in some other business."

Samuel Warren, of the firm of R. Goldsmith & Co., who has charge of the new cigar store at Third and Chestnut streets, said:

"I certainly think a law taxing retail cigar stores should be passed. Instead of $25 it should be $500, according to my judgment. This would place the business on a fine, responsible basis. If the government took the tax off manufacturers, amounting to $3 per thousand cigars, the retailers could get their cigars cheaper, make more profit in selling them, and thus be able to pay a substantial license. It would be better for the smaller fry if they never entered the business, as they frequently lose their money buying out a stand of no value, or fail through lack of experience in business. The license should be prohibitive, and contain stringent clauses against any deceptions."

Mr. Yahn, of Yahn & McDonnell, Fifteenth and Chestnut streets, said:

"It would be $25 well spent if there was such a license tax. Take a club, for instance. It will sell its members cigars cheaper than the retailer, claiming that they don't want to make money, but simply to benefit the members. If they had to pay a retail license they would have to charge a better price, to make up the difference."

E. C. Rahme, who has the City Hall Cigar Store, on North Broad street said:

"A tax of $25 per year ought to be suitable to most retailers, as it would keep the trade where it belongs. It would do away with the cigar business at peanut stands, news dealers, and small gin mills, that did not handle tobacco when the former small license tax was in existence. It would prevent some unfair methods in the business."

D. L. Leahy, of Eighth and Sansom streets, said:

"I would like to see $100 or $150 demanded as a license tax of the retailers. It would place the standard of the cigar business where it ought to be, and do away with a number of irresponsible dealers. But I do not think that such a law can be passed, as it might amount to special or class legislation, and could be declared unconstitutional."

George T. Browning, of George T. Browning & Co., wholesalers and retailers, expressed the opinion that a man has the right to enter any business he chooses, and ought not be prevented by a law invented and passed for a favored few. He thought that the present plan to have a retail tax law passed was all talk, and had been tried before.

—:o:—

Italian Language Not Recognized.

COLLECTOR MCCOACH, of the First Pennsylvania District, recently summoned to his office an Italian cigar manufacturer, who had displayed a sign as required by Interal Revenue regulations, but it was in the Italian language. The manufacturer contended that he was complying with the requirements of the law, but the Collector declared that he was not, and would have to adopt a sign lettered in the English language, and to satisfy himself that his contention was correct the Collector addressed the department at Washington, and received the following reply:

Treasury Department,
Office Commissioner Internal Revenue
Washington, D. C., July 18, 1904.

Mr. William McCoach, Collector First District, Philadelphia, Pa.

Sir:—Your letter of the 13th instant has been received, referring to Revenue Agent Alexander's report of the 12th instant, charging violations of Section 3388 Revised Statues, by ————, a registered cigar manufacturer in your district, "in not having displayed a sign as cigar manufacturer."

You say that ————, upon being summoned to your office, "claimed that he did have a sign displayed, stating his name and business, in letters at least three inches long, but that such sign was in the Italian language, and admitted that he did not have displayed a sign in the English language, and he claimed that he had not violated the law," whereupon you "told him that the sign contemplated by the law must be in the English language."

In the opinion of this office, you are undoubtedly correct in the position thus taken. No other construction could reasonably be given to this statute. * * *

Respectfully,
JOHN W. YERKES, Commissioner.

If it was this manufacturer's idea to use the sign as a commercial means in attracting the particular attention of his own countrymen, there would be nothing to prevent him from using, in addition to the regulation sign in English, another sign in Italian and thus attain the desired end.

—:o:—

An Exhibit of National Scope.

AN EXHIBIT of the manufactures of tobacco, cigars, etc., that are made by independent manufacturers will be held in Philadelphia this fall, under the auspices of the Retail Cigar and Tobacco Dealers' Association of Philadelphia. This is an assured fact, and furthermore it promises to be far more extensive in its scope than had been anticipated when the idea was first agitated.

The committee which is at work on this project is working very diligently, and with an ambition that leaves no room for doubt as to its success.

The original idea was to confine the exhibit to independent brands of tobacco only, but the committee has now, and wisely we think, decided that the display could with propriety be considerably augmented by including all classes of goods handled by retail tobacconists. It will, therefore, also be possible for cigar and cigarette manufacturers to participate.

Neither is it the idea of the committee to confine the exhibit to merely local factories, but they purpose to issue invitations to manufacturers throughout the country, making the enterprise one of national scope.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

I. KRUPPENBACH
IMPORTED HABANA and SUMATRA SELECT LEAF TOBACCO
112-114 N. ELEVENTH ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

WINDOW TRIMMING AS AN AID TO SALESMANSHIP.

FIRST OF ALL, it is absolutely necessary to have everything neat and well-balanced. You will notice in a great many displays a very uneven appearance. All the small goods will be on one side of the window, and the larger ones on the other side, where, if they were distributed, it would give the display a more even and attractive appearance.

Another fault to be avoided is the crowding of a window—putting too much into it. When a window is crowded one article detracts from another; consequently when a passerby stops to look he sees so much that he does not remember anything he has seen after leaving. You perhaps have noticed in certain sections of the city, the merchants have not enough room in their windows, but hang a few articles on the outside.

Any woman will stop and look at a dry goods display, and nine out of ten men will stop and look at a clothing or furnishing goods window, but not so with all windows. They must have something to attract attention, and cause people to stop, and if you want to hold them, you must have something there to impress them. Therefore, I say the window made up entirely of one line of goods is by far the best window, as it is impressive.

My reason for favoring this window is: We will say that for a stationery store you have a display of ink stands—nothing else. There is nothing there to see but ink stands. The chances are that before the observer leaves the window he has viewed every different style of stand in the display. Perhaps he does not want an ink stand today, but he will later on. You have gained your point, for just as sure as he wants an article he has seen displayed in this manner, or hears the article mentioned, his mind will immediately go back to that window; it has impressed itself on his mind and he will not forget what he saw, or where he saw it. He will naturally suppose you carry the largest and best line, and he is justified in thinking so. The merchant across the street may carry a larger and better line than yours; he has displayed one or two of the same articles with a varied assortment of other goods; no one has seen it, or if they have it was only a passing glance, which was soon forgotten, consequently you get the business.

There is one more point I wish to mention, that is in regard to signs in the window. I do not approve of great, large signs in a show window, for this reason: They take up too much room, and very often hide the display and spoil the effect. A small sign, or even a type written letter, is, to my idea, far better, as it will attract more attention. One must stop to read it, and you will find that two thirds of the people will stop and read it.—E. M. Joel, in Salesmanship.

• • •

WINDOW BULLETINS.

WHEN A SIGN advertising a well known and popular cigar goes up nowadays, it may be expected to stay there. Why? Simply because the manufacturer of a popular brand knows when he has a good thing and all the arguments on earth could not coax him to change it. Neither would he be in any great hurry to get out a new brand that would interfere with the old, but he would be content to let well enough alone.

Many of the older members of the cigar trade have marked the tendency to keep a popular brand on the market indefinitely. The time can be recalled by these patriarchs of the business when nearly every prominent manufacturer in the United States deemed it necessary to bring out one or two new brands every year, and some of them many more. In the days when most of the clear Havana cigars smoked in this country were imported from Havana, the manufacturers of domestic and seed and Havana goods paid little attention to the matter of perpetuating the name of a brand. Most of the big concerns adopted some fanciful name for their factory, and it was this name, rather than that of their individual brands of cigars, that they sought to bring into prominence. In those days but few cigars enjoyed a long life.

Now it is different. The retailer that turns out a stock of well known cigars need have no fear that the brand will die out or his sign become worthless lumber. The good cigars will stay with us. It is the unworthy ones that never gain fame.

It will be noticed that there is quite a competition among the big cigar stores in the central section of Philadelphia as to which can get up the most attractive window "posters" advertising fine cigars at reasonable rates.

The value of the window bulletin is seen in the manner in which people stop to read them. Some are hungry for news of any kind and devour the notices with avidity. Others stop absentmindedly, and study over the signs as though they were some Greek problem. But they stop and read nevertheless, and herein lies the great value of the window bulletin. They are noticed by people who never read any other form of reading matter because "it takes too much time." If the bulletin is short, pithy and worth reading, the public is persuaded. "Make it attractive and to the point," is the advice of a well known bulletin writer. Don't attempt to tell a long story in stencil. It won't take. The facts are all the passing public has time to read. If they want the goods advertised they will stop in at their first convenience and make a purchase.

• • •

SMOKING ROOM IN PUBLIC LIBRARY.

A READING ROOM where men may look over the newspapers and magazines and enjoy a cigar is one of the improvements promised for the Allegheny Carnegie Library. Director McIlvain of the Department of Public Works and the librarian are working out plans.

Advancement in the library construction in recent years has in some places provided for smoking rooms for men, setting them apart from the portion of the building provided for the general public. It is argued that many a man who desires to sit down and read the papers will go to the library, where he is surrounded by the best of influences, rather than seek some resort where he will be welcomed only because he has money in his pocket and where he will be permitted to smoke. All rules governing the library will apply to the men's room except that relating to smoking.—Pittsburg Press.

• • •

CHAIN OF STORES IN MINNEAPOLIS.

A RETAILERS' fight is soon to begin in Minneapolis. Three stores of the United Cigar Stores Co. are now about ready for business. They are established in the former offices of the St. Louis Road in the Nicollet House, in the Medical Block and next to the Hyser Hotel.

Van Buren Clarke, of the Vendome Cigar Store, and a member of the Cigar Dealers' Association, of Minneapolis, says the association is alive to the situation, although no proposed action has been announced. He said:

"I do not see that the trust can do more than build up a trade in cheap goods. They may get in on that, but the large independent stores of the city have already worked up a strong trade in the best lines, and our patrons will stand by us, I believe. It is up to the people of Minneapolis who want to see the small concerns remain independent of the octopus, and I am sure the people of this city can be depended upon to see that the trust does not get a hold here."

• • •

MILWAUKEE CHAIN OF STORES DOUBTFUL.

THE representatives of the U. C. S. Co. are believed to have receded in their efforts to secure a foothold in Milwaukee and have cancelled the lease of a store on East Water street, a short distance south of Michigan street. The agents of the building say that they know nothing more about the matter than that they had received notification that the company would not want the quarters previously spoken for, but for which there seems to have been no lease actually executed.

It is also learned that a quantity of fixtures which arrived there some time ago have been ordered shipped to Chicago, which would seem to indicate that, for the present at least, Milwaukee is to be abandoned.

• • •

WEIFFENBACH BRANCH IN COLUMBIA

THE J. E. Weiffenbach Co., wholesale cigar distributors, of Dayton, O., have leased a three story brick building at 118 and 120 East Lafayette street, Columbus, O., and will establish there a branch of the Dayton house as wholesalers. The building was only recently erected, and has a frontage of 56 feet, and a depth of 68 feet. The lease is for five years.

• • •

TOBACCO JOCULARITY.

PRETTY GOOD JOKES are occasionally cracked about the cigar business. Here is one from England:

THE CIGARS THEY SELL AT AUCTION.

The premises were coming down, and for the last few weeks they were being used as an auction room by certain keen looking benefactors of humanity. The auctioneer was endeavoring to dispose of a stock of beautifully labeled cigars, and he grew quite eloquent as he discribed their virtues.

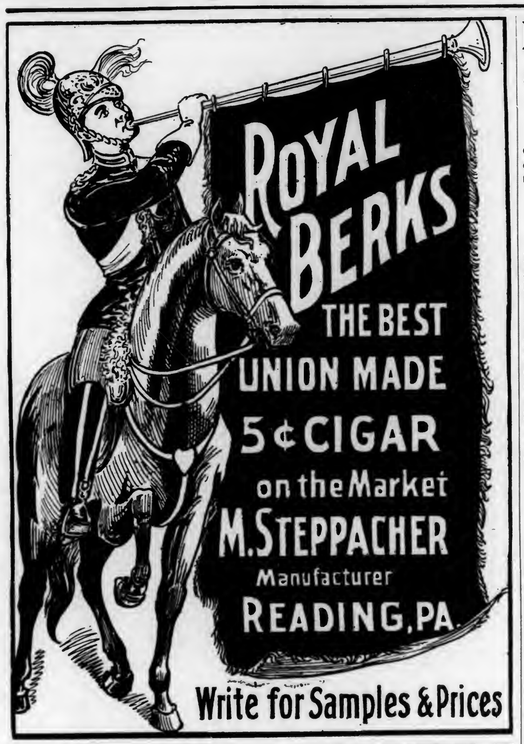
"In short, gentlemen," he wound up, "you can't get better. I don't care where you go, you can't get better; you can't get better."

"No, you can't get better," broke in a bystander. "I smoked one last week, and I'm not better yet."

Here is another, from an exchange:

A man in Manchester, N. H., who is an inveterate smoker, narrowly escaped death recently. He is near sighted, and, having lost his eye-glasses, smoked three packages of breakfast food before his friends came to his rescue and saved him.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. **Red Lion, Pa.**
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending July 30, 1904.

Havana—Havana Tobacco Co., 182 cases cigars and cigarettes; Jas. E. Ward & Co., 17 trunks cigarettes, 299 bales tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived July 25:
(1,050 bales; 13 cases.)

H. Duys & Co.	204 bales
A. Cohn & Co.	172 "
M. F. Schneider	121 "
L. Schmid & Co.	110 "
Jos. Hirsch & Son	100 "
United Cigar Manufacturers	98 "
F. & E. Cranz	59 "
E. Spingarn & Co.	59 "
O. Malchow & Co.	38 "
G. Falk & Bro.	34 "
Hinsdale Smith & Co.	30 "
S. Rossin & Sons	25 "
L. J. Spence	7 cases
Herz Bros.	5 "
Company's General Agent	1 case

HAVANA TOBACCO

Str. Mexico, arrived July 26:
(2,016 bales; 113 bbls; 5 cases.)

Jas. E. Ward & Co.	1,340 bales
G. V. Watson & Co.	182 "
Sartorius & Co.	120 "
J. Bernheim & Son	92 "
M. D. T. Co.	71 "
A. Pazos & Co.	53 "
Hamburger Bros	51 "
American Cigar Co.	45 "
Leonard Friedman & Co.	30 "
A. Murphy & Co.	22 "
Carl Vogt's Sons	10 "
E. Regensburg & Sons	40 bbls.
Manuel Rivera	25 "
Hinsdale Smith & Co.	20 "
Mendelsohn, Bornemann & Co.	16 "
I. Bijur & Son	12 "
J. E. Ward & Co.	5 cases

HAVANA CIGARS.

Str. Mexico, arrived July 26:
(380 cases.)

J. E. Ward & Co.	288 cases
Park & Tilford	29 "
G. S. Nicholas	24 "
W. H. Stiner & Son	7 "
G. W. Sheldon & Co.	6 "
W. O. Smith & Co.	6 "
Michaelis & Lindeman	4 "
M. D. T. Co.	3 "
L. J. Spence	3 "
P. H. Pelez & Co.	2 "
C. H. Hyman & Co.	2 "
Acker, Merrall & Condit Co.	2 "
Canadian Pacific R. R. Co.,	2 "
Trinidad S. & T. Co.	1 case
R. Brauss & Co.	1 "

Str. Vigilancia, arrived July 30:
(15 cases.)

Jas. E. Ward & Co.	6 cases
E. A. Kline & Co.	5 "
National Cuba Co.	4 "

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Trade-Mark Register.

EDIRA. 14,520

For cigars. Registered July 20, 1904, at 9 a m, by the Annex Cigar Co., Baltimore, Md.

SPANISH FILLER. 14,521

For cigars, cheroots and stogies. Registered July 20, 1904, at 9 a m, by T. M. Kildow Cigar Co., Bethesda, Pa.

STEIN'S 55. 14,522

For cigars. Registered July 22, 1904, at 3 p m, by H. Stein, Philadelphia.

HABANA JUNCTION. SAFEST ROAD TO HABANA. 14,523

For cigars. Registered July 25, 1904, at 3 p m, by E. Montero, Philada., Pa.

PIT. 14,524

For chewing and smoking tobacco. Registered July 25, 1904, at 3 p m, by T. F. Fitzgerald, Philadelphia, Pa.

D'AURIA. 14,525

For cigars. Registered July 27, 1904, at 9 a m, by H. E. Burger, Allentown, Pa.

OSEOLA. 14,526

For cigars. Registered July 28, 1904, at 9 a m, by S. R. Kocher & Son, Wrightsville, Pa.

OLDENBURG FAVORITE. 14,527

For cigars, cigarettes, cheroots and tobacco. Registered July 28, 1904, at 9 a m, by Geo. Brackman, Cincinnati, O.

SUSQUEHANA. 14,528

For cigars. Registered July 29, 1904, at 9 a m, by the V. A. Collins Cigar Co., Marietta, Pa. (This title was acquired by purchase from Urban & Righter, on June 21, 1904.)

UNCO. 14,529

For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 1, 1904, at 9 a m, by the United News Co., Philadelphia, Pa.

MEADOWBROOK. 14,530

For tobacco. Registered August 1, 1904, at 9 a m, by the United News Co., Philadelphia, Pa.

SEARCHES.

Our Nation, Dream, Flipps, Recors, Full Blast, Anthracite, Veritas, County Chairman, Union Bee, Fatty Felix, Sunny Jim, The Panama Royal, Crown, Subway, Force, Mugsy.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address [redacted]
8-3-8t HERMAN STEIN, Lancaster, Pa.

LEAF TOBACCO SALESMAN—experienced, and well acquainted in Philadelphia, Pennsylvania and Maryland, is open to engagement with house carrying a general line. Address SALESMAN, Box 135, care of The Tobacco World. 7-6

FOR RENT—Well equipped Cigar Factory in First District; good railroad and other facilities. Will sell equipment if desired. Address MANUFACTURER, Box 133, care Tobacco World, Phila. 7-13-m

PACKER FOREMAN, fifteen years experience, wishes position. Best of reference. Box 132, care of The Tobacco World, Phila. 8-3-3t

WANTED—Cigar Manufacturer to furnish stock for mold work: first-class workmanship; shaper or dry work.
7-6 JOHN S. WEAVER, Vita, Pa.

OUR TWO BIG SELLERS

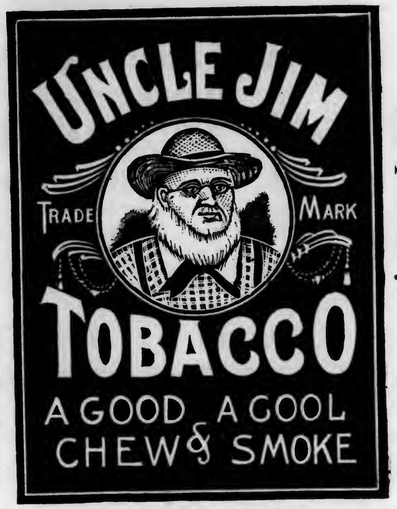
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

W. C. Jackson,
Manufacturer of
Fine Cigars
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
☞ Telephone Connection. ☜

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
Fifth and Washington Sts., READING
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

Combination SCRAP --Filler--
We Make Them for
6, 7½, 9, 10 and 12 cents.
J. L. METZGER
Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date.
PHILADELPHIA.

FRAZIER M. DOLBERR — G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Groese, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

Frank Ruscher — Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

M. Velenchik. — S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUELL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St NEW YORK

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

THE TOBACCO TRADE IN HAVANA.

A Considerable Reduction Reported in the Business of the Week—Prospects Good for an Early Revival—Doings of Manufacturers and Dealers.

HAVANA, July 25, 1904.

While the total transactions which were closed do show a falling off again in the number of bales, there are, however, several transactions still pending, and altogether the business done has been more widely distributed in smaller lots, and the tone of the market is certainly a good one. The dealers are willing to meet buyers, and the latter do not hesitate to purchase all goods suitable for their respective wants. One drawback is that notwithstanding the large receipts from the country the vegas often arrive incomplete, and as far as the escojidas are concerned the cost of the same is too much in doubt to enable the packer to figure the value of the different classes, therefore, rather than sell now, the owners prefer to wait until they can tell the yield and figure out the cost of each class. The principal demand continues to be for Partido and Vuelta Abajo factory vegas, with a fair call also for the low grades on the part of the local cigarette factories, and for export to Europe. Heavy fillers of Vuelta Abajo and first and second capaduras of Remedios are not asked for yet; in fact, as they will need from two to three months to cure sufficiently, there is no inducement for the Northern buyers to come here and stand the shrinkage in weight, the cost of storage and fire insurance, and lose the interest upon the capital invested. The work in the numerous escojidas in the couutry is now at its height, as indicated by the heavy receipts each week, and most of the lots coming in show up in good condition.

Sales

foot up 4,750 bales in all, or 1,884 bales of Vuelta Abajo, 2,500 of Partido, and 366 of Remedios. The United States buyers took 2,400 bales, local factories 1,550, and 800 bales went to Europe.

Buyers Come and Go.

Arrivals:—Lincoln Lincoln, of P. Pohalski & Co., Key West; Vicente Guerra, of V. Guerra, Diaz & Co., M. Lorente, of M. Lorente & Co., and F. Arguelles, of Arguelles, Lopez & Co., all of Tampa; Fritz Lederer, of Heinrich Neuberger, Bremen, Germany; Leonard Friend, of L. Friend & Co., New York; A. F. Rico, of A. F. Rico & Co., Boston; Sidney Rothschild, of Sidney Rothschild, Havana, and of Rothschild & Bro., New York and Detroit.

Departures:—Henry Esberg, Lincoln Lincoln and Otto Sartorius, for New York; Samuel I. Davis and Gabriel Balbin, for Tampa.

Havana Cigar Manufacturers

There is no change in the situation to speak of, although the demand for Germany is now beginning to be more widely distributed among the several factories, and as this country is always the forerunner of the fall trade, a brisk business is anticipated from all directions when the proper time comes. The winter months in the Southern Hemisphere, which correspond to our summer months, luckily help to give a fair share of orders, and mitigate the dull spell. The Argentine Republic, Chile, Australia, etc., while not great consumers of Havana cigars, nevertheless are welcome customers to our manufacturers, as they are satisfied with, and partly prefer, darker colors, thus giving an outlet for the heavy wrappers, of which each vega contains more or less.

The large independent factories of H. Upmann & Co., Partagas, Ramon Allones, Crepusculo, and Sol, all have good orders from Germany and London, with a fair sprinkling also from the United States.

Cifuentes, Fernandez & Co. are beginning to move gradually from their old building, Industria 160, to Industria 174, where they expect to be permanently located by August 2. The latter location is the old Villar y Villar factory, belonging to the trust and vacated a short time ago. The Partagas factory will not only occupy the building No. 174, but also the top story of 176, running to the corner of Dragones street, where the trust had two more factories, the Flor de Ynclan and Meridiana of Pedro Murias; thus one independent factory needs the same space as three of the once renowned trust factories. "Sic transit gloria"!

The cigarmakers of the Punch factory have gone on a strike for higher wages.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., *HABANA, CUBA.*

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himmel.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street, HABANA, CUBA.
Cable: "Jedesa."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: Onileva. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
160 Industria Street
Cable: Cifer. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgos Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

Enrique Dorado & Co., of El Rico Habano, are busy on good orders from the United States, Canada and Germany.

Remigio Lopez y Hno. are also working steadily upon La Mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

Henry Esberg left here well satisfied with his visit, having made good use of his time in selecting some of the best vegas of Vuelta Abajo and Tumbadero for his firm—Gunst-Esberg Co.

Bruno Diaz & Co. were the biggest sellers this past week, closing several transactions amounting to 700 bales of Vuelta Abajo and Partido. There is no need to say any more, as facts and figures speak more eloquently than anything else could do.

Lincoln Lincoln did not tarry long in purchasing all he needed for his firm of P. Pohalski & Co.

Sobrinos de A. Gonzalez disposed of 550 bales of Vuelta Abajo, Partido and Remedios tobacco.

G. Balbin left happy and in good spirits, as he secured part of the famous Padron vega, besides stocking up with some other desirable vegas for his Tampa factory.

Aixala & Co. closed some 500 bales of Vuelta Abajo and Partido this past week.

H. Upmann & Co. shipped 350,000 cigars during the last eight days.

Rabell, Costa & Co. sold their famous Wajay packing, besides some of their choice Vuelta Abajo vegas, to local and northern manufacturers, amounting in all to 484 bales.

Other callers of importance were:—Jose F. Rocha, 300 bales; G. Salomon y Hnos., 300; Jorge & P. Castaneda, 250; Jose Menendez, 280; P. F. Carcaba, 200; Sobrinos de V. Diaz, 150; Gonzalez, Benitez & Co., 116.

Garcia & Co. have been doing a fair business again during the past week, but would not disclose the number of bales turned over.

P. F. Carcaba had not the least trouble in disposing of the factory vega purchased by Don Jesus Pando in the Vuelta Abajo at $115 per bale, including the colas, and a Northern manufacturer was only too willing to take the same off his hands, paying him a fair profit.

The stevedores and lightermen have gone on a strike again, but as the carmen have have not joined them, there is no delay in shipping goods, as the Ward Line and Plant Line steamers, as well as the New Orleans boat, are coming right to the dock, working with their own men or non union labor, which latter is protected by the police and armed forces. Some of the strikers began to become ugly and attacked one ship broker, but this, instead of aiding their cause, will prejudice their case in the public opinion, and the backbone of the strike seems broken.

Receipts From the Country

	Week Ending July 23. Bales	Since Jan. 1. Bales
Vuelta Abajo	16,192	87,386
Semi Vuelta	832	5,525
Partido	2,763	32,131
Matanzas	71	183
S. Clara & Remedios	3,226	16,086
Santiago de Cuba	196	438
Total	23,280	141,749

In and Around York.

Internal Revenue Receipts—Proposed New Factory—Items of Trade News.

York, Pa., Aug. 2, 1904.

During the month of July the receipts at the York Internal Revenue office were far behind the amount received during July of last year. Yet they show a fair increase as compared with the return for June of this year.

The New York Cigar Co. which has been operating a factory here for several years, is completing arrangements for the establishment of a large factory at Dallastown. This company is a branch of the United Cigar Manufacturers, better known as Kerbs, Wertheim & Schiffer and Hirschhorn, Mack & Co., who consolidated several years ago. Ground has been purchased from Michael Hose for a cigar factory 40x150 feet and three stories high. Several hundred hands are to be employed when the new building is ready for occupancy.

Twenty new licenses for cigar manufacturing were granted during July in the Ninth District and a transfer of the factories of the S. L. Johns Cigar Company, in McSherrystown, Shrinestown and Irishtown, to the Johns-Brash Cigar Co.

John H. Baker, formerly manager of the Herman Warren & Co. factory here, but who was more recently associated in the wholesale cigar and leaf tobacco business with C. S. Gable, has opened a cigar factory on his own account.

D. E. Woodmansee, of Spring Forge, is very busy, for in addition to his growing cigar trade he is also erecting a new residence, which requires some of his time.

The union factory of Geo. W. West & Co., of this city, has been expanding its operations quite steadily of late.

Holtzinger & Seitz, of Red Lion, have forged ahead very nicely and now have a large number of orders on hand for future delivery. They make a specialty of the finer grades of Sumatra-wrapped goods.

I. E. Stump & Co., of Red Lion, have also experienced somewhat of a boom, and a good demand for their Melodioso 5c leader, which appears to be selling well wherever introduced

J. F. Sechrist, of Holtz, has been on a week's business trip, and booked during that time some very satisfactory orders for his products.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 03 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: Graplanas. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room I.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—Reform.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"Calda." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deventer.

IMPORTERS AND PACKERS OF LEAF TOBACCO.

OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.

NEW YORK

64 SCHOENER. CABLE ADDRESS "YACHUELA"

J. J. SCHOENER & CO. IMPORTERS & PACKERS OF LEAF TOBACCO 150 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Hargil"

Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RICHARD H. SMITH HINSDALE SMITH

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE, NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

TOBACCO NEWS OF GREATER NEW YORK

THE LEAF MARKET.

The New York leaf trade has experienced a moderate business during the week, and sampling of some of the goods is now progressing in anticipation of an early arrival of Western buyers. Sumatra sales have become somewhat smaller and not quite so numerous as for some weeks previous.

Havana leaf is having an abundant inquiry, but sales have been only moderate.

• • •

A SAMPLE BINDING DEVICE.

On another page of The Tobacco World appears a special announcement of the Patent Tobacco Sample Binder Co. regarding their patented device for binding tobacco samples, as well as the process of so binding them. By virtue of the patents covering both the apparatus and process, the owners have promulgated a system of licensing such leaf tobacco men and others as may find it convenient to use the improved method, and all others not licensed by this company are cautioned against using it under penalty of infringement prosecution. Not only do they caution the trade against any illegal use of the patented device or process, but they also propose to offer a suitable reward for legal evidence of infringement of any of the three different patents named in the advertisement.

This Patent Tobacco Sample Binder has been on the market for several years, and its use is constantly extending. The officials of the company are members of the firm of C. C. Hamilton & Co. tobacco inspectors and warehousemen, 84 and 85 South street, New York.

• • •

Leo Lowry & Co. have purchased the several brands of the Englander Co., prominent among which are the Wedding Dream and Edeom Pasha, and these brands will be kept on the market by the purchasers, while the Englander Co. will discontinue business entirely.

• • •

Marcus Feder, of London Whiffs fame, will soon open a distributing depot in New York for the purpose of facilitating the handling of his goods in Greater New York, where they already have an immense sale. This action has been contemplated for some time, but it was not until a few days ago that it was finally decided to be a desirable move.

• • •

Tom Allen, formerly of Plough & Allen, and later of Lewis & Allen, expects to take over the business of that firm at Newark. He has been organizing a new company for that purpose. They will continue all the favorite specialties of the old house, including, of course, the Zelonettes, and others, and if contemplated plans are carried out a most vigorous campaign is to be entered upon.

• • •

B. Feifer & Co., now at 298 Bowery, have secured new premises at 427 and 429 East Seventy-sixth street, consisting of a modern six story building, for a period of ten years, and are expecting to take possession in about a month.

• • •

Mr. Leslie Pantin returned to Havana early this week, after a short but pleasant visit in New York.

• • •

Wise & Lichtenstein have been retained by the Victor Thorsch Co., of Allentown, to defend the suit involving the title "Bachelor" for cigars, which brand is claimed by them as their exclusive right but which is contested by Chas. Soby, a well known cigar manufacturer of Hartford, Connecticut. The Victor Thorsch Co., since making it a 5c leader, have been doing a very large business on that brand, having successfully introduced it in nearly every important cigar centre in the United States. The outcome of the suit will, no doubt, be watched with much interest. In New York the A. H. Hillman Co. have been handling large quantities of the Bachelor 5c cigars.

• • •

The failure of the leaf firm of Demba & Haskins, of Syracuse, has caused some comment here not altogether pleasant. It is alleged that not many months ago the firm issued a statement claiming assets of $25,000 over all liabilities, but it now appears that their assets were insignificant, and their total liabilities over $15,000, and between four and five thousand dollars is owing to New York leaf houses.

Mandelbaum Bros., on behalf of New York creditors, have instituted bankruptcy proceedings.

• • •

W. W. Bissett, cigar dealer, at 157 West 125th street, has filed a petition in bankruptcy with liabilities of $4,660 and assets of $1,635, consisting of fixtures valued at $1,000; stock, $200; accounts $433, and cash $2.

GEORGE WILLIAM MIATT,
Counselor at Law,
Solicitor of Patents.

Offices:
918 and 919 Temple Court,
5 and 7 Beekman Street,
NEW YORK, July 28th, 1904.

TO ALL WHOM IT MAY CONCERN:

You are hereby notified formally that the PATENT TOBACCO SAMPLE BINDER CO., Incorporated under the Laws of the State of New York, and having offices at No. 84 and 85 South Street, New York City, N. Y., is the sole owner by virtue of assignments of the following Letters Patent, to-wit:

No. 674,148 dated May 14, 1901,
No. 677,488 dated July 2, 1901, and
No. 734,488 dated July 21, 1903.

Your attention is called particularly to **Letters Patent No. 677,488** *above cited which covers broadly, irrespective of the means, machine or apparatus used in its formation,* A TOBACCO SAMPLE IN WHICH THE HANKS OF TOBACCO ARE HELD TOGETHER BY A BAND, THE OVERLAPPING ENDS OF WHICH ARE SECURED BY A STAPLE, NAILS, OR EQUIVALENT MEANS, WHICH ALSO PENETRATE THE SHANKS OF THE HANKS.

Only licensees of the aforesaid company have a right to thus make tobacco samples. All others making the same, will be prosecuted for infringement without further notice, whether such samples are made by hand or by any machine, apparatus or device other than the means set forth in Letters Patent No. 674,148 and No. 734,488 above recited, which means and the right of use thereof can be acquired only by license granted by said company. Yours truly, **GEO. WM. MIATT,**
Attorney for the PATENT TOBACCO SAMPLE BINDER CO.

A substantial reward is hereby offered for legal evidence of infringement of either of the Letters Patent above named.

New York, July 28, 1904. **PATENT TOBACCO SAMPLE BINDER CO.**
By the President,
JAMES M. CONGALTON, Secty. FRANK P. WISEBURN, Treas. **LOUIS BUHLE.**

Philadelphia Tobacco Trade.

A NEW T. & O. FACTORY.

The Theobald & Oppenheimer Co., cigar manufacturers, have completed negotiations for the opening of a new cigar factory at Perkasie, Pa. This factory is expected to be one of the largest of the company's circuit of cigar manufacturing plants. It will employ about 250 hands and will be in operation in about five weeks. The Theobald & Oppenheimer Co. already carries on its pay roll 1,400 hands. The firm has been steadily putting on new hands at all of its factories, especially in New York, where there is a big demand for its lines of fine cigars. The employes of the New York factory, calling themselves "The William Penn Society," intend to give another picnic this summer. Recently they gave a picnic, which a large delegation from the Philadelphia factory attended, and found that they had so much money on hand above expenses that they concluded to give another excursion, again inviting the Philadelphians to attend.

John N. Kolb has returned from a New England business trip and expressed himself as much pleased with the condition of the cigar and tobacco business. The T. & O. factories are now busier than they were last winter.

LIBERMAN BROS. TO MOVE BACK TO THIRD STREET.

The building until recently occupied by Liberman Brothers, leaf dealers, on Third street near Race, is undegoing extensive alterations. The adjoining building on the south side, occupied by a leather firm that will shortly move, will become part of the new Liberman building when the intervening wall is removed. The double building, when ready, will be occupied by Liberman Brothers, leaf dealers, and the Liberman Mfg. Co., dealers in cigar making machines.

A NEW CIGAR COMPANY.

Philadelphia is noted the country over for its fine cigars, and the city is to have a new cigar manufacturing plant that will add to its reputation in this direction.

It has been learned on an undoubted authority that the Cores-Martinez Cigar Manufacturing Co. will shortly start into business in this city with offices and factory at 508 Cuthbert street. A charter will be applied for under the laws of this State, and until it is obtained the names of officers and directors as well as the capital stock of the new corporation will be withheld.

The company will manufacture nothing but high grade, clear Havana goods. The names of ten of their cigars have already been decided upon. One will be the "Convincidad" and the other the "Magnifica Manufacturer's Club," both 10c cigars and of excellent quality and flavor.

MR. GUMPERT ILL IN EUROPE.

Richard T. Gumpert, of the firm of Gumpert Bros., cigar manufacturers of this city, who, together with his wife, sailed for Europe on the Red Star steamship Kroonland, on July 9th, has been quite ill at Antwerp. A few days before his departure from this city Mr. Gumpert was ill, but on account of his own resolution and the advice of his physician and friends, the trip was not postponed. He became sick a few days after the Kroonland left the port of New York and his illness continued more or less until the end of the voyage. Arriving at Antwerp about the 18th of July he was confined at that port at his hotel for nearly ten weeks, his trip through Holland, Switzerland, Germany and France being for the present postponed.

Reassuring news, however, has reached Philadelphia concerning his health. Chief Clerk Tracy, in charge of Gumpert Bros. office, received a cablegram on August 1, dated the previous day, from Mr. Gumpert, stating that he was much improved and had started for Nauheim, a health resort in Germany, to recuperate. At Nauheim there are excellent baths for invalids. Mr. Gumpert appears to be suffering from bilious and other troubles. While in Europe last summer he stayed nearly all the time at Nauheim with the exception of the few days he spent at Dessau, Germany, with his relatives there.

BUFFALO BILL WANTS ROEDEL'S CIGARS.

W. K. Roedel & Co., the Eleventh street manufacturers, enjoyed the exclusive patronage of the Buffalo Bill Wild West Show. Col. Cody and his manager are admirers of good cigars and one day this week Mr. Roedel received from Liverpool, England, a cablegram from Buffalo Bill requesting the shipment of 1,500 Flor de Roedel Invincible high grade cigars. About a week ago Roedel & Co. shipped Buffalo Bili 500 of the same cigars. Col. Cody is at present on one of his extensive tours of Europe, where his show draws larger crowds than in America, and, as on previous occasions, Roedel & Co. expect large orders for cigars from him from any point on that continent. Buffalo Bill and his manager smoke most of the cigars themselves and their orders amount to more than 10,000 a year.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

IF IT'S MADE OF TOBACCO,
WE CAN MAKE IT.
Keystone Tobacco Company
READING, PA.
Manufacturers of
Chewing and Smoking Tobacco
We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Among the Retail Trade.

William H. O Keefe's store, on Fifth street, near Chestnut, is making a special display of Gernoa, Law Club, Select Seal, and Flor de Lovera cigars.

E. L. Simon & Co., of North Sixth street, has an attractive new stock of El Arado, El Meridia and Presceptor cigars.

M. S. Frechie, of Arch street, above Fifth has a fine window display of My Pride and El Promida cigars.

Vanaman's cigar store, on South Fifth street, is making a special feature of the La Flor de Cavey and La Esencia cigars.

Edward N. Moore, of Second and Chestnut streets, is handling the new Porto Rico cigar, Colon Cervantes, in panatela sizes.

The window display of Pall Mall cigarettes at the store of the M. J. Dalton Cigar Company, Thirteenth and Chestnut streets, has been one of the most attractive in town during the past week.

The Burton Cigar Store on Sixth street, near Chestnut, has a fine window display of Alarico cigars. The label is a striking one, showing the bold figure of a Norseman clad in armor.

H. B. Grauley reports a steady business. Just now the store at Sixth and Chestnut streets is making a display of Orvilla, Orange Flower, Belle of Cairo, and Golden Rule cigars.

Fauth & Ogden continue to give prominent display to the Hulda, Cosmos, and Villena cigars.

A large number of the principal cigar stores in town are just now giving a conspicuous display to the Seal of West Virginia stogies. It bespeaks of the popularity of these long smokes.

B. M. Clapp, traveling man for T. H. Hart & Co., the South Seventh street importers of Havana cigars, was in town during the week after having done good business with the Leda clear Havana cigars, control of which in this section is virtually in the hands of Hart & Co. Mr. Clapp's territory includes Pennsylvania, Maryland, New Jersey and Washington, D. C.

The Mahnol Caavaliers, with their attractive label of green and gold were the attractive cigars at the store of Godfrey S. Mahn, Eleventh and Chestnut streets, during the week.

Among the callers to the city trade during the week were Joseph Wertheim, of Lovera & Co., New York; Thomas E. Bowen, of Guerra, Diaz & Co., and Victor Lopez, of Trujillo & Co., of New York.

Charles G. Artzt, the South Fourth street dealer, has a fine stock of Flor de Tampa high grade cigars that are offered as a bargain.

Lowengrund's week end special offer last Saturday was a box of 25 nickel cigars for 65 cents.

H. Aufderheider & Son's special features at the Third and Walnut streets' store are the John Hancock and Spanish Ribbon cigars.

J. S. Semon & Co., the Chestnut street dealers, are handling a large stock of Regensburg's American cigars.

The M. J. Dalton Company's store at Thirteenth and Chestnut streets is getting ready to display the Milo Egyptian cigarettes. The window effect will be yellow and green.

F. V. Eshleman, of 1600 Arch street, manufacturer of the Archon Havana cigars, left this city last Saturday for an extended trip through the West and to St. Louis, where large orders for the new brand have been placed.

Salomon Brothers are at present making a special display of the Valetudo La Picos and Panama Treaty cigars. These have been their special brands for sometime and have special merit in their special quality.

AMERICAN EMPIRE

TEN CENTS
Ivan. Flatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.
EL VOLCANO

FIVE CENTS

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent
CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade.
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — Marietta, Pa. — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

A. K. MANN,

Grower and Packer

—OF—

LEAF

TOBACCO

Millersville, Pa.

Located on Line of Millersville Trolley.

J. Kauffman, a cigar dealer and manufacturer on Fourth street above Arch, has a fine stock, including his own special, the El Principe, Marcello and Principe de Gales cigars.

M. I. Lifshetz, the Tenth and Arch streets dealer, has gotten up a handy package for vacationists of the Peace Jubilee cigars. It is a little box containing twelve cigars and can easily be carried in a good sized pocket.

Manuel Garcia, of Sixth and Arch streets, is window displaying the Royal Ribbon, Our Princess and Republica cigars.

Kuenstler Bros., on Arch street near Eighth, are making a specialty of Boch's Reciprocity, Roig's Flor de Especial and Bayuk Bros. & Co.'s Havana Ribbon and Charles Thomson cigars.

With Manufacturers and Jobbers.

The cigar factories of A. S. Valentine & Son have been putting out on an average of 20 per cent more cigars this year than last. The present busy season has been unheard of before during summer in the history of the concern. On August 13 the Valentine base ball club, together with a crowd of enthusiastic admirers, give an excursion to Hatboro, beyond Willow Grove, to play a picked team at that place.

H. C. Ellis, of Arthur Hagan & Co., has been spending the summer with his family at Merion, Pa.

The new sign of the El Draco Cigar Company, which was placed at Twenty-second and Chestnut streets, was robbed recently of several boxes of "Hunter" and "Rutherford" cigars. A heavy wire screen will in future protect the glass in front of the exhibit. M. E. Casserly, of the El Draco firm has gone to western New York State; Charles H. Heath to western Pennsylvania and John E. Mathews to the south.

Channing Allen, of Channing Allen & Co., was off on one of his regular trips to the seashore during the week. Mr. Allen has some little trade to look after between Atlantic City and Cape May, particularly at Wildwood and Holly Beach. But being and accomplished yachtsman, Mr. Allen manages to include a little pleasure on the briny deep in these trips to the shore.

Frank Teller, of the cigar manufacturing firm of Frank Teller & Co., manages to substitute the seashore breezes for the aroma of the tobacco factory about two days every week. He spends Saturdays and Sundays at Atlantic City.

About the middle of August Remigio Lopez, proprietor of the new cigar factory at Havana, manufacturer the La Mas Fermosa brand, is expected to pay a visit to some of the prominent dealers and jobbers in Philadelphia.

George Valentine, of the firm of A. S. Valentine & Son, has been spending part of the week at his home at Womelsdorf, Pa., and where the firm has two cigar factories. The Valentine base ball team was defeated by the West Philadelphia team last Saturday by a score of 8 to 7, in spite of the fact that the Valentine pitcher struck out twelve men.

Collector McCoach, of the Internal Revenue Department, had some little trouble with a down town Italian cigar manufacturer who had no sign containing the nature of his business and district factory number in front of his shop. The manufacturer furnished one in the Italian language but this would not suit the Collector. The manufactur protested, but Commissioner Yerkes promptly upheld the Collector, saying that the English language was the only one known to the Bureau of Internal Revenue.

Ph. Margolies, at 1322 Girard avenue, is having a good run on his "711" 5c cigars throughout the city, and every bench in his factory is filled.

B. Lipschultz, of 44 North Twelfth street, is now about ready to market "The Bride," a new brand of cigars, which are attractively packed in sliding boxes containing ten each. They are made from the cuttings of the Flor de Lips, a clear Havana cigar.

Constantine Stephano, of Stephano Bros., the well known cigarette manufacturers, has returned from his trip to Europe, bringing with him his bride to whom he was married in Greece. The couple have been the recipients of many congratulations from the groom's many friends in this city.

Henry Ashburner, of Duncan & Moorhead, is off on a vacation. By the time he returns it is expected that the papers

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,

LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory

Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.

Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market St., LANCASTER, PA.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Your Business Will Increase
If You Handle
SMITH & SON'S
Little Prince and East Jefferson
PITTSBURG STOGIES
Manufactured Only by
SAMUEL SMITH & SON,
112-114-116 E. Jefferson St., ALLEGHENY, PA.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

admitting him to partnership in the new company that is to be formed will be completed and the articles drawn. The Duncan & Moorhead Co. will be incorporated with an idea to perpetuation rather than increasing capital. The month of June was the busiest with this house for years, and the year thus far shows a big increase, especially in Marcello cigars.

Leaf Dealers' Jottings.

D. Pareira & Co., the Third street leaf brokers, having sold out all of their old stock, are getting in nearly one hundred cases of new goods. They intend to open up a retail department with a full line of leaf in open cases. Preparatory to this departure, the basement has been repaired and whitewashed. Among the new goods being received are first class lots of Sumatra, Ohio, Wisconsin and Pennsylvania tobaccos. Mr. Pareira contemplates having an oil painting made of himself to present to L. P. Kimmig & Co.

L. P. Kimmig & Co. are of the opinion that the Presidential year is having very little to do with the state of the leaf trade. More orders for Pennsylvania Broadleaf tobacco were received from manufacturers throughout the State during the week than could be filled. The new crop of 1903 Broadleaf, which has already been sampled, will be in shortly, and the firm will then have no difficulty in filling orders. The 1903 crop of Broadleaf for wrapper uses is displayed with special pride as equaling some of the best Havana and Sumatra wrapper. The fall trade is expected to start in early in August. The house has been rather short handed owing to clerks being off on vacations. Salesman Konnold expects to get off on the road for a Western trip some time this week.

J. L. Metzger, the wellknown leaf dealer of Lancaster, narrowly escaped serious injury, if not death, recently. While out driving his horse ran away and Mr. Metzger was thrown out of the carriage, breaking two ribs. He is recovering rapidly.

S. Weinberg, of the leaf firm of S. Weinberg & Co., took a business trip through New Jersey during the week. This firm says that business last week was the best done for several months, and an early fall trade is expected.

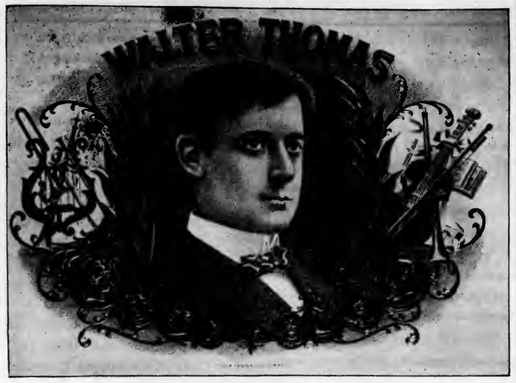
Hipple Brothers, leaf dealers, took a trip to New York last week where they purchased 44 bales of excellent Sumatra tobacco. This firm has been doing a steady business all through the warm weather.

Dohan & Taitt report no lull in the leaf business. Last week was the best for some time. The large number of inquiries for leaf goods also show the prospect of an early fall trade of no small proportions.

Young & Newman received a new stock of Little Dutch tobacco during the week, with the quality of which they are well pleased. New goods of the different crops are being sampled, so as to be ready for the August trade. This firm also expects the fall trade to begin in

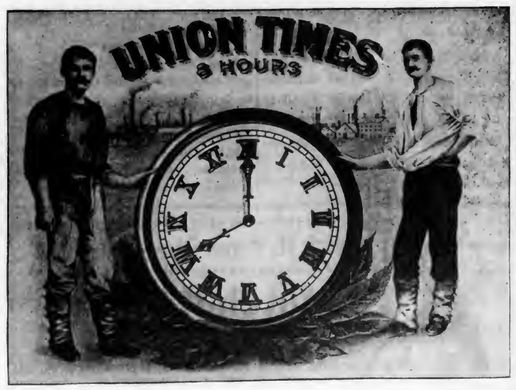
WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.
Correspondence Invited with the Wholesale and Jobbing Trade.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
Metal printed Labels
SOUDERTON, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
DAILY CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN * GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFES CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

August, and are now awaiting the arrival of the new goods.

Harry Hirschberg, of J. Hirschberg & Bro., is sojourning at Atlantic City, but manages to get into town about three days every week to attend to business. This firm says its business has continued to be brisk and that it has no reason to complain.

Benjamin Labe & Sons report fair trade, with a slight improvement. Jacob Labe is in the West, and Sidney Labe has been up the State. Benjamin Labe is expected this week from Europe.

Charles Robinson with the Amsterdam Sumatra Company, was in town during the week after a successful trip through Pennsylvania and Delaware. This house reports that business continues to be very good.

W. E. Gheen, of the firm of L. P. Kimmig & Co., took a trip up the State during the week.

Julius Sondheim, of L. Bamberger & Co., expects to leave this city shortly with his family for a trip to the Thousand Islands, Maine and Saratoga.

Milton Herold, secretary of the Loeb-Nunez Havana Co., is summering with his wife in a pretty cottage at Elkins, Pa.

E. A. Calves & Co. are among the leaf dealers who continue to report a steady trade. The salesmen of this house do well all along the line, and there is little to complain of.

Alfred Penner, for years a clerk with L. P. Kimmig & Co., has left that concern to become a traveling salesman with Julius Vetterlein & Co.

Harry Pfeiffer, for eleven years with leaf broker J. S. Batroff, has become a local salesman for Hipple Bros.

Harry Vetterlein, who recently returned from a purchasing and packing trip to Ohio, will make a vacation trip to the St. Louis Exposition.

Felix Eckerson and wife are summering at Haddon Hall, Atlantic City. Mr. Eckerson makes daily trips to the city to attend to business.

A Change in Vicente Portuondo Co.

C. C. Rosenberg, who has been connected for some time past with the El Provedo Cigar Company, has become a member of the Vicente Portuondo Cigar Manufacturing Company. At the time of the incorporation of the Vicente Portuondo Cigar Manufacturing Company, not long ago, Louis Weinberg became vice president and Joseph S. Weinberg became treasurer. Previous to their entrance into the cigar manufacturing business the Weinbergs were diamond merchants, in which field they are well known. It is said that Mr. Rosenberg may assume the offices of vice president and treasurer of the Vicente Portuondo Company, the Weinbergs simply remaining in the company as directors and stockholders. A meeting of the directors was to have been held one day this week but had to be postponed on account of the absence of one of the members. This change in the management is not expected to cause any change in the policy of the company, which will continue the same as ever. The new cigars being brought out by the company have not yet been announced.

Miss Fay Templeton, the actress, has sued the Onargo Sigaret Co. for $20,000 for using her picture in an advertisement for the Rivoli cigarette. Miss Templeton objected to the manner in which the artist changed her photo, representing her as holding a cigarette, and with a wreath of smoke coming out of her mouth.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1135 Ridge Avenue, Phila.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the	person	estimating nearest,	25,000——in cash——	$25,000
To the next	1 person	estimating nearest,	10,000——in cash——	10,000
To the next	1 person	estimating nearest,	5,000——in cash——	5,000
To the next	2 persons	estimating nearest,	2,500 each, in cash——	5,000
To the next	10 persons	estimating nearest,	1,000 each, in cash——	10,000
To the next	20 persons	estimating nearest,	500 each, in cash——	10,000
To the next	20 persons	estimating nearest,	250 each, in cash——	5,000
To the next	100 persons	estimating nearest,	100 each, in cash——	10,000
To the next	200 persons	estimatlng nearest,	50 each, in cash——	10,000
To the next	500 persons	estimating nearest,	25 each, in cash——	12,500
To the next	1,000 persons	estimating nearest,	10 each, in cash——	10,000
To the next	4,000 persons	estimating nearest,	5 each, in cash——	20,000
To the next	5,000 persons	estimating nearest,	2.50 each, in cash——	12,500
	10,855 Awards, aggregating			$145,000

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

WILLIAM MCKINLEY	(Republican)	7,207,923
WILLIAM J BRYAN	(Democrat–Populist)	6,358,133
JOHN G. WOOLLEY	(Prohibition)	208,914
EUGENE V. DEBS	(Social Democrat)	87,814
WHARTON BARKER	(Middle of Road or Anti-Fusion People's Party)	50,373
JOSEPH F. MALLONEY	(Soc. L.)	39,739
J. F. R. LEONARD	(United Christian Party)	1,059
SETH H. ELLIS	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,
Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

STAUFFER BROS. MFG. CO.
New Holland, Pa.

No More Dull Seasons . . .
If you handle our make of Cigars.
WE PLEASE THE CONSUMER by giving him the best tobacco obtainable, and make it up in cigars in the best possible manner that skill with experience can do. One satisfied customer brings another. Get a sample, and compare price and quality with competitors, and judge for yourself. The proof of the pudding is the eating thereof. We employ no traveling salesmen, but sell all goods direct from factory to jobber.
All Grades, All Prices, All Shapes, All Sizes

Lancaster's Tobacco Men.

Favorable Report for the Week Just Closed—Some Well Known Men of the Trade.

Lancaster, Pa., Aug. 1, 1904.

The past week was a more favorable one in the tobacco trade in general than for some time. Several local transactions of more than everyday size were consummated, and one packing of about 500 cases put up by a country packer was sold to a prominent New York dealer.

The growing crop is springing up wonderfully fast now; the excellent weather of the past week has been most beneficial.

As a cigar leaf producing State Pennsylvania is, of course, an important factor. Naturally enough there are also in its tobacco centers numerous fine and well equipped establishments for the handling of leaf tobacco, among which the ware house of Menno M. Fry & Co., at Landisville, is a modern establishment, specially adapted to the purpose, and making a notably imposing appearance.

The building is a very substantial structure built of brick, three stories high, 146 feet long and 56 feet wide, and contains the most improved types of elevators necessary for the handling of so large a quantity of leaf tobacco as the capacity of such a building would require. The lower floor is in concrete, and in every way the building has been constructed with a view to minimizing fire risks. The result has been that, without the solicitation upon the part of Menno M. Fry & Co., the underwriters have placed upon the building the lowest rate of insurance that has been placed upon any leaf tobacco warehouse in Lancaster county.

One of the well known leaf packers in this county is S. N. Mumma, of Landisville, who has spent his life in farming and in handling tobacco, having gained, therefore, a wide and thoroughly practical experience. Mr. Mumma is well equipped with warehouse facilities, located directly at the railroad crossing at Landisville, in a very commodious structure. Mr. Mumma, of course, packs principally Pennsylvania tobacco, making a specialty of seed leaf B's, and it may be well worth the while of leaf dealers to remember this fact. Aside from his tobacco interests, Mr. Mumma is also a director of the Mt. Joy National Bank and a member of the local School Board, and in many ways he is among the most prominent citizens of the county.

John A. Peebles, who has been in Lancaster for many years, having been formerly connected with the Dilworth Cigar Co., and later being manager of the S. L. Jones Cigar Co., of Lancaster, retired from that business, after its transfer to the Johns-Brash Cigar Co. Mr. Emil Brash is now permanently located in Lancaster. Mr. Brash formerly conducted the Imperial Cigar Factory, operated by M. Brilles & Co., at Pittsburg, which was sold to the United States Cigar Co., and later transferred to the American Stogie Co., Mr. Brash being located in New York for some months. He will be personally in charge of the manufacturing operations of the Johns-Brash Cigar Co., recently organized.

Herman Stein, the South Prince street stogie monufacturer, is now operating a force of sixty-five hands. Mr. Stein has lately been doing quite an extensive leaf tobacco business also, and has packed about 300 cases of last year's crops.

—The cigar manufactory of Crew & Koons, Auburn, Ind., has been closed by virtue of a chattel mortgage held by E. M. Bishop, given in April, 1900. The stock of cigars and the office fixtures were sold on July 28.

Leaf Tobacco Markets.

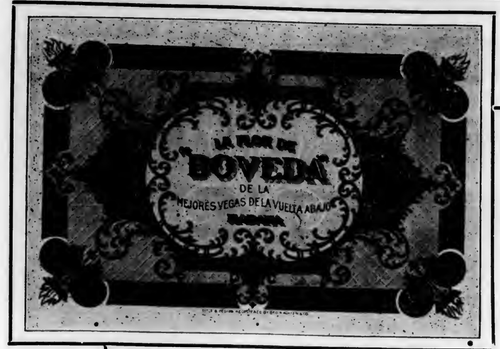
CONNECTICUT VALLEY.

Some inquiry has been reported for fillers, tops and seconds, the three poorest grades. Well, it is better so than no call at all, those three grades being of an inferior quality, and not sweat so much as wrappers of any of the grades. They can be moved with less damage to the goods. The other grades will, no doubt, be sought after by September, for every pound will be wanted in due course of time, either for the home consumption or for the export trade. I hope that it may prove good enough to be made into cigars at home. It is a pity to see a crop of which we do not raise a surplus, needing to be sold abroad.

Our correspondents write:

Conway, Mass.: "The tobacco has grown very fast the last week. Some pieces were getting quite dry, but we have had a lovely rain on the nights of July 23 and 24, so now there is no reason why it will not jump right along. Quite a little tobacco was topped last week and none will be topped this week."

North Hatfield: "Tobacco is doing nicely now, and topping is the order of the day."—American Cultivator.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited. York, Pa.

Boveda, Lord Playfair,
All Havana. Seed and Havana.
Nat Wills, Montello,
Five Cent Leaders.
Samples to Responsible Houses.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
DALLASTOWN, PA.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

EDGERTON, WIS.

The season is here when there is the least doing about the tobacco markets of any time of the year. An occasional crop straggles in from country hands to market and a few packers are still engaged in handling their purchases but generally speaking matters are extremely quiet. Riding has about ceased in the growing districts and transactions are few and far between.

The market for old stock partakes of the same dullness that pervades the eastern centres, though a small trade continues with the manufacturers.

The new crop in the southern growing counties needs rain—needs it badly in some localities as well as other crops, all of which show the pinching effects of the drouth. Reports reach us that the western portion of the state has been more favored and the tobacco is looking finely and very forward.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 978 hhds; offerings on the breaks, 611 hhds; public and private sales, 756 hhds.

The quality was mainly from Medium Leaf down: Spinning Leaf continues in very small supply, and the demands being eager, prices are kept up to the recent advances. The lower grades of full bodied Leaf were stronger last week; this advance is held, and the brighter sorts this week share the advance. Low and common Lugs were irregularly ¼c lower.

Shipments are going out freely both South and East. The British Chancellor has cut the increased tax on Strips in half, making the increase 1½d instead of 3d, half justice. Retroactive legislation used to be considered illegal. The reduction in the increase of duty places Strips in better position, still further bettered by the large sales of unshipped Strips to American manufacturers, largely reducing the exports of this year, and as stocks are being steadily reduced in the British warehouses, there will be a shortage next year.

The crop in the fields has grown well under the repeated rains, but the quality to be produced remains doubtful. Tobacco is not a good wet weather crop.

QUOTATIONS:

Low Lugs	$3.00	to	$3.25
Common Lugs	3.25	to	3.50
Medium Lugs	3.50	to	4.00
Good Lugs	4.00	to	4.50
Low Leaf	4.25	to	5.75
Common Leaf	5.00	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.50
Fine Leaf	10.00	to	12.00

HOPKINSVILLE, KY.
M. D. Boales.

The market rules active at the low prices it is selling, especially Common and Medium grades as well as Lugs being low in prices. Quality is generally good, and but few samples show bad order. Altogether it is much better than expected when the hot weather came on. Sweating is about passed.

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¾c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6¾c; Good, 6¾ to 8½c; Fine Wrappers and Selections, 8 to 12½c.

Receipts for the week, 760 hhds; sales, 976 hhds.

Weather is cool and dry. Early part of crop is in topping stage; late planting looks badly.

PATENTS RELATING to TOBACCO, Etc.

766,094 Match box; Freeman C. Anderson, Nashua, N. H.

765,776 Device for heading cigars; Oscar Hammerstein, New York City.

766,035 Machine for making cigarette-tubes; Jacob C. Hansen-Ellehammer, Copenhagen, Denmark.

766,152 Machine for printing tobacco-tags; Whitley E. Martin, Winston-Salem, N. C.

765,858 Match box; Ransom Parkhouse, Merlebeach, Mich.

765,677 Cigar holder; Meynell H. Pigou, Dartford, England.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID—DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
• What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address. "Boales," U. S. A.
Use Arnold's 6th & Tobacco Codes
Hopkinsville, Ky.

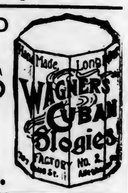
EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St, NEW YORK.
D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1885—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor. *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB RUSTIC BLUE POINTS CRYSTAL
EUREKA
PRIVATE STOCK TRIUMPH OLD JUDGE CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

California

Los Gatos—L. Magoon, cigars and tobacco, sale to M. J. Lemon et al.

Connecticut

Bridgeport—Isaac Gilman, cigars, warranty deed.

Illinois

Chicago—Wm. D. Alego, cigar manufacturer, chattel mortgage, $1,900.——W. H. Heegaard & Co., cigars, damaged by fire. Insured.——Robert Kurth, cigars, petition in bankruptcy.——Richman Bros., cigar manufacturers, damaged by fire. Insured.

Peoria—Hugo Voegele, cigar manufacturer, petition in bankruptcy.

Indiana

Auburn—Crew & Koons, cigar manufacturers, closed under chattel mortgage.

Bluffton—Irvin Rhodes, cigar manufacturer, discontinued.

Indianapolis—Fisher & Sappell, retail cigars, etc., chattel mortgage, $250.

Newcastle—L. J. Diehl, cigars and tobacco, chattel mortgage, $250.

Massachusetts

Lynn—John A. Callahan, cigars, etc., chattel mortgage, $250.

Springfield—E. J. Keating, cigars, chattel mortgage, $600.

Michigan

Detroit—Duncan Bros., cigars, etc., trust chattel mortgage, $364.

Jackson—C. C. Denio Cigar Co., manufacturers and dealers, petition in bankruptcy.

Laingsburg—E. B. Wilcox, cigars and tobacco, chattel mortgage, $115 renewed.

Minnesota

St. Paul—Geo. A. Lindeke, cigars, chattel mortgage, $1,200.

New Jersey

Newark—C. L. Peterson Co., wholesale cigars, petition in bankruptcy.

New York

Syracuse—Dembo & Haskins, wholesale leaf tobacco, sheriff's sale advertised for the 27th inst.

Pennsylvania

Bellefonte—Chas. H. Cruse, manufacturer and retail cigars, sheriff sale advertised.

Pottsville—Chas. S. Haesler, manufacturer and retail cigars, satisfied judgment, $1,200.

Texas

Dallas—Waples-Platter Cigar Co., wholesale, amended charter changing name to Platter Tobacco Co.

San Antonio—Haller & Kush, cigars, tobacco, etc., sold to J. B. Saunders.

Wisconsin

Ashland—Geo. C. Loranger, cigar jobber, judgment, $1,500.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
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P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
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SPECIAL DESIGNS ENGRAVING EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
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Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
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FOR SALE BY ALL DEALERS

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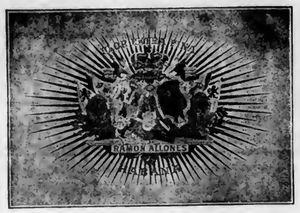
Rabell, Costa, Vales & Company



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Factories: 26 and 517 **L. E. Ryder,** 9th District Penna.

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For the Jobbing Trade Exclusively
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The Best Goods for the Least Money.

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Manufacturer of
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ESTABLISHED IN 1881
Vol. XXIV., No. 32.

PHILADELPHIA, AUGUST 10, 1904.

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One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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KING LOUIS
5¢
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E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

Established 1881 Incorporated 1902

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The Tobacco Exposition.

THE TOBACCO EXPOSITION, which will be held in this city under the auspices of the Retailers' Association of Philadelphia, for one one week, beginning October 15 next, will deserve much more than passing attention from the general public. In the past Philadelphia has been noted for successful expositions of various kinds. For years the Pure Food Expositions were an important factor of the winter's season of entertainments. Likewise, the Chrysanthemum Shows are the occasion of the turning out of great concourses of society and lovers of flowers in general. While the tobacco product may not, however, appeal so strongly to the attention of ladies and children as the things to be seen at the two aforesaid displays, it is reasonable to expect they will be shown a royal good time socially when they attend the Tobacco Exposition. Proper entertainments will be provided, which includes a vaudeville entertainment on one evening.

The convention of cigar and tobacco manufacturers and dealers will be one of the important events of the exposition. The interests of the consumer will be considered and anti trust measures taken up. The prominence of the speakers expected to attend the public mass meetings will alone be sufficient attraction to draw large crowds. Altogether, a big time may be expected.

—:o:—

"Smuggling" at Southern Ports.

IT NOW APPEARS that the Government suspects a number of small Southern ports as the avenue used by some importers of tobacco to evade paying the full duty on wrapper goods. It is alleged that these importers prefer the small ports because frequently the customs officials there are not tobacco experts, and thus the undervaluation of tobacco is easy. The line between wrapper and filler is often very difficult, even for experts, to draw, and at the ports where the customs officials have not been experts the merchandise has been passed without question, it is said, and the description furnished was accepted.

Assistant Secretary of the Treasury Armstrong has issued a circular to all collectors and other customs officers telling them that when there is an apparently unaccountable increase in the imports of tobacco at their ports they must at once notify the Department, and a tobacco expert will be detailed to examine it.

Mexican wrapper seems to be the principal tobacco complained of as having been imported at filler rates. Large quantities of this wrapper, it is alleged, have been imported at the ports of El Paso and Nogales, Tex., and it is said that the importers have also used other ports along the Mexican border and in the Gulf States.

At the port of Philadelphia a different state of affairs exists; the customs examiners, according to some importers, are too rigorous, if anything, and give the bales a scrupulous examination. This may be a matter of opinion, but it is doubtful if Philadelphia can ever be classified with the loosely governed ports of the Southern States.

—:o:—

Fluctuation of Domestic Tobacco.

THE preliminary report upon the tobacco crop of this country, which has been issued by the Department of Agriculture, shows a total reduction of acreage, of 10 per cent. when compared with the previous year. At the first glance the ordinary reader of these figures might imagine that growers had been too discouraged to maintain the previous amount of acreage owing to the increasing importations of Havana and other tobaccos. But the actual cause has been the prevailing prices of domestic tobacco. These have been so low for a long time that growers gave their fields over to other crops, upon which a better profit could be realized. For instance, in the South last year, cotton became the principal moneymaker among growers owing to the high prices to be obtained for crops. Next year, however, or soon after, things may change. The prices of domestic tobacco may take a jump, owing to its scarcity in the market, and growers will return willingly to its cultivation.

—:o:—

Tobacco Congress in Holland.

THE International Congress of the tobacco workers will be held at Amsterdam, Holland, beginning Aug. 21. Tobacco workers from this country are greatly interested in the coming congress, owing to the many vital and important features which will be discussed by delegates from all parts of the world engaged in the industry.

The official journal of the cigarmakers in this country has just issued a list of the more important matters to be discussed at the congress. Among them are the following of interest to the men of the trade in this country:

Proposition to reduce the tax from 5 pf. to 3 pf. per member. (Germany).

Would it not be desirable that members coming from a foreign country and being mutualists could join at once the sick fund existing there? (Holland and Belgium).

Discussion on the apprenticeship. How does it exist in other countries? In what way can it be best regulated?

Discussion on home work. How does it work in other countries? (Holland).

Which measures shall be taken by the International Committee in case of a discord in one of the federated countries?

Would it be useful for us to follow a general political programme? Which one? (Belgium).

Discussion on what can be done for cheap emigration to the United States? (Belgium).

Would it be useful for our trade to have a state's monopoly? (Belgium).

The machinery in our industry (Belgium).

The sessions will occupy one week, and will be conducted in the English, German, Dutch and French languages.

—:o:—

A Year's Output.

A Decrease of 78,918,670 in Cigars.

THE official figures of the output of cigars, cigarettes, and tobacco during the fiscal year ending June 30, 1904, have been completed as per the sale of revenue stamps for that period.

The total production of cigars was 6,707,471,863, as against 6,786,390,535 during the previous year, showing a falling of 78,918,670.

In cigarettes the year's output was 3,226,682,261 as compared with 3,041,573,670 for the previous year—an increase of 194,788,529.

Manufactured tobacco showed a moderate increase. For the year ending June 30, 1904, the production was 328,650,710 pounds, and during the previous year 310,654,640 pounds—an increase of 17,996,071 pounds.

The snuff production was 20,061,110 pounds during the year ending June 30, 1904, and 18,840,745 for the preceding year — an increase of 1,220,365 pounds.

The total output of little cigars for the year just closed was 697,869,500, as compared with 640,499,870 during the previous year—an increase of 57,369,365.

—:o:—

Tobacco Growers to Meet.

THE MID-SUMMER MEETING of the New England Tobacco Growers' Association will be held at 10 o'clock on Saturday morning, August 13, in Gill's Hall, Springfield, Mass. All tobacco growers, whether members of the association or not, will be welcome. A number of addresses have been arranged for.

—:o:—

—Among the questions asked an applicant for a business agency was this one: "Have you been in the business all your life?" "Not yet," was the hopeful reply.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

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JULIUS HIRSCHBERG HARRY HIRSCHBERG

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Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

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Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

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Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

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238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTED HABANA SUMATRA

LEAF TOBACCO

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J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in **LEAF TOBACCO**

Young & Newman, *IMPORTERS of* **Sumatra & Havana** Y&N

21[illegible] N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

TO THE INVENTIVE DEALER.

MANY CIGAR DEALERS are of an inventive turn of mind and of mechanical skill, and nothing would be a more pleasant pastime for them on some dull summer afternoon than to build some unique decoration for the store. Those having the "knack" of construct ing things are sure to understand the following description of a novel pipe rack, which not only can be built at little cost but would prove an ornament to the store that would quickly attract the attention of the customer. The rack in question can be built in any size or shape according to the option of the dealer and the amount of wall space he has to spare for it. In fact the racks might be made unusually gorgeous in their decorations, to be sold to present seekers during the coming holidays. On a wooden panel, say 6x12 inches, eleven leather straps each 5½ inches long and ½ inch wide are fastened one-half inch apart with brass-headed tacks, one in each end and one in the centre. Then two long strips of leather, longer than the board and three-fourths of an inch wide, are threaded alternately over and under these straps in basket fashion, thus forming a series of loops, in each of which a pipe is placed. When all are filled, the loops are adjusted so as to fit closely over the stems of the pipes, and the ends of the long strips are carried around to the back of the panel and there firmly tacked; after which the surplus, if there is any, is cut off. A brass headed tack at each point where one of the eleven vertical straps crosses over a horizontal one will hold the loops permanently in position, so that the pipes can be taken out and replaced without disarranging them. In case the pipe bowls are all of a large size, weaving the straps under three and over one will give the necessary space between the loops.

Of course, the maker with the most artistic taste will achieve the greatest results. His scope of material is almost unlimited. The panel may be of cedar, mahogany, teak or any ornamental wood, or white wood stained to harmonize with the furnishings of the room it is to adorn. It may be polished or plain, carved, inlaid or decorated with paintings or pyrography. The straps can be of chamois, kid, patent leather, harness leather, or even of silk, or gold braid; while for tassels, fringed kid or chamois, strings of gold or colored beads, silk cord and gold thread are equally effective.

TO CLEAN MEERSCHAUMS.

RETAILERS are frequently asked by dainty customers the best way to clean genuine meerschaum goods. Here is a simple and easy method that any cigar dealer can remember and give out to the next customer asking the question: An ordinary silk handkerchief will clean plain meerschaum goods, after care has been used to remove all dust by means of a soft brush. If any particles of grit should remain on the bowl, rubbing the surface of the pipe even with a silk handkerchief would be apt to produce scratches.

Sometimes there are smuts or marks upon the meerschaum which cannot be removed by dry wiping, and in such cases it may be necessary to give them a careful washing with a soft sponge and a small quantity of soap and water. In such cases extreme care should be taken not to allow any of the water to reach the inside of the pipe or it will be practically ruined. As soon as the washing is completed the meerschaum should be quickly wiped dry and polished with a silk handkerchief.

• • •

THE CAMPAIGN CIGAR.

Strange Political Device, Said to be Intended for Smoking.

THE SUMMER DULLNESS in the cigar trade has been as pronounced as usual, and there has been a strike in Tampa, but the time of the campaign cigar is approaching, and those who care to make this mouth instrument will soon be in their glory.

Originally intended to educate the American people in the relative merits of the opposing candidates, and the mysteries of party platforms, the campaign has changed into a period for the wearing of badges made in Newark, and the smoking of campaign cigars, made no one knows where, for no one would be so unkind as to look at the label on a box of campaign cigars.

Campaign cigars are distributed by candidates of all parties except those of the Prohibition Party; at least no candidate of the Prohibition Party ever gave a campaign cigar to the writer, and this is the only evidence obtainable. Out of sheer gratitude the writer ought to be voting with the Prohibitionists, but through natural perversity he is not.

The origin of the campaign cigar is wrapped in mystery; there is no protective tariff on mystery, and it is a big yielder. No one is old enough to remember when there were campaigns without the campaign cigar, and it is in the records of the D. A. R. that when George Washington ran against himself for President, his managers distributed campaign cigars in the effort to get out the full vote.

The government to this day does not know the difference between cigars and campaign cigars, and goes on collecting the internal revenue just as if they were real cigars. This is said to be because the experts of the different departments do not co-operate with each other, and thus give the government the immediate wisdom of their joint knowledge. Some day the Bureau of Fumigation for Immigrants' Soiled Luggage, the Commission for the Prevention of Fires in the Forest Reserve and other Vegetable Fibres, and the Board to Erect a Monument to Henry Clay, will all get together and advise with the Internal Revenue Bureau, and then there will be no more stamping of boxes containing campaign cigars.

Since the craze for bands and coupons started, the politicians have not been idle with their brains, and in this coming campaign a good many campaign cigars will be banded: "If I am elected Selectman, return 100 of these bands and get three days' work on the roads; or 200 of these bands and get three days' work for man and team." — Windsor, in New England Tobacco Grower.

• • •

OUT in Des Moines, Ia., the retailers have the poorest demand for clear Havana cigars of any city in the country. While they claim that Des Moines consumes as many cigars as any other city of its size in the Union, they say that for some unknown reason the town smokers have drifted so thoroughly into the habit of smoking domestic cigars that a Havana can seldom be sold. The love of the lighter grades of tobacco has been remarkable and salesmen for Havana cigar houses are in despair of ever getting their wares introduced into Des Moines. One genius of this class has thought up a novel idea which will probably soon be carried out. It is intended to have an expert megaphone artist, with a robust pair of lungs, drive about the city in an attractively decorated coach, crying "Havana" and "Try Havana Cigars" until the people begin talking about it. The name of this megaphone artist is W. W. Douglass, and he is expected to rival, if not excel, the town criers of old. Omaha, on the other hand, is said to be a great Havana cigar town.

SOME of the cigar stores in the busy section of a large city like Philadelphia have very particular customers who object to purchasing from the box that has already had its contents fingered by the general run of customers. Anent this subject one prominent retailer says he keeps some eighty "private" boxes on his shelves, and at least one half of those who use them have been steady customers for over five years. Some of these customers are satisfied with cheap or medium priced cigars. When they come in, they take as many as they want, pay for them and go away so quickly and quietly that a bystander is unable to notice what has been bought or how much was paid. Patrons of this sort give trouble, but are well worth cultivating because of their regular, methodical habits. As soon as they find out their ideas are respected and carried out, they are satisfied to remain regular customers, and may send some of their friends and acquaintances to the store.

The sensitiveness of a customer wanting cigars from his own box back on the shelf may seem odd, but it is no more so than that of the man who wants his own private shaving cup and razor at a barber shop. The dealer having such customers can distinguish the boxes by means of a small card or tag containing the customer's name.

• • •

NEWS NOTES OF THE RETAILERS.

C. W. Durham has leased the cigar stand at 292 Main street, Memphis, Tenn., and will carry a complete line of both foreign and domestic goods. He was formerly employed in a leading cigar establishment in Memphis.

The Little Casino Cigar Store, at 107 South Fifteenth street, Omaha, Neb., was destroyed by fire recently. A cigar factory attached to the store was also completely ruined. Damage about $1,000.

W. H. Cook, Jr., and C. Roy Young have rented the cigar store, at Johnstown, Pa., formerly occupied by Coulter, and will open a modern establishment.

Jacob Hauff, formerly a salesman and collector for Schaefer & Seib, of Findlay, O., cigar manufacturers, was arrested last week, charged with embezzlement.

The Morrison Cigar Co. is opening a branch stand in Hotel Norval at Lima, O., making several stands now operated by them.

Jay J. McCormick has bought the opera house cigar store at Eugene, Ore.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

Write for Samples & Prices

Michael Hose A. F. Brillhart.

Manufacturers of **Dallas Cigar Co.** & Dealers in

CIGARS

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Aug. 6, 1904.

Calamata—Order, 2 bales tobacco.

Genoa—C. B. Richards & Co., 83 boxes tobacco, 150 bales do.

Havana—Jas. E. Ward & Co., 52 trunks cigarettes; E. Regensburg & Son, 1 package tobacco.

Liverpool—American Tobacco Co., 62 cases cigarette paper; J. C. Seager Co., 4 bales tobacco.

Samsoun—M. L. Herzog & Co., 230 packages tobacco.

San Juan.—American Cigar Co., 1 case labels.

Smyrna—Order, 4 cases tobacco.

Vera Cruz—Jas. E. Ward & Co., 241 bales tobacco, 22 cases cigars; Order, 67 bales tobacco.

HAVANA TOBACCO

Str. Morro Castle, arrived Aug. 2:
(2,520 bales; 34 bbls.)

Jas. E. Ward & Co.	1,175 bales
J. Bernheim & Son	334 "
Havana Tobacco Co.	215 "
Friend & Co.	132 "
S. J. Hanover	112 "
Carl Vogt's Sons	83 "
R. M. Blake & Co.	77 "
Selgas Suarez Co.	73 "
J. C. Calmet	66 "
Greenhall Bros,	40 "
Weil & Co.	39 "
Marcelino Perez Co.	37 "
A. Murphy & Co.	31 "
American Cigar Co.	23 "
Hamburger Bros	17 "
Carl Upmann	15 "
Leonard Friedman & Co.	14 "
Merchants Despatch	10 "
S. L. Goldberg & Sons	10 "
Calixto Lopez & Co.	8 "
G. Salomon & Bros.	5 "
Ghio & Rovira	4 "
Hinsdale Smith & Co.	20 bbls.
A. Blumlein & Co.	11 "
J. Bernheim & Son	3 "

Str. Havana, arrived Aug. 6:
(226 bales.)

Hamburger Bros. & Co.	74 bales
Leonard Friedman & Co.	60 "
A. Murphy & Co.	50 "
J. E. Ward & Co.	23 "
J Bernheim & Son	14 "
M. Perez & Co	2 "
C. D. Stone & Co.	2 "
F. Lespona	1 bale

HAVANA CIGARS.

Str. Morro Castle, arrived Aug. 2:
(391 cases.)

J. E. Ward & Co.	336 cases
Park & Tilford	16 "
G. S. Nicholas	13 "
Calixto Lopez & Co.	12 "
Canadian Pacific R. R. Co.,	3 "
Alex. Hollander	2 "
W. H. Stiner & Son	2 "
G. W. Sheldon & Co.	2 "
C. H. Hyman & Co.	1 case
Merchants Despatch	1 "
L. J. Spence	1 "
Garcia Pando Co.	1 "
Victor Lopez	1 "

Str. Havana, arrived Aug. 6:
(20 cases.)

Jas. E. Ward & Co.	8 cases
National Cuba Co.	5 "
L. J. Spence	3 "
M. Perez & Co.	2 "
C. D. Stone & Co.	2 "

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived Aug. 1:
(967 bales.)

Levi Blumenstiel & Co.	423 bales
American Cigar Co.	278 "
J. Cohn & Co.	217 "
R. Arguelles, Manrique, & Sola	49 "

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Aug. 1:
(295 cases; 3 boxes.)

American Cigar Co.	88 cases
Mateo Rucabado	45 "
A. S. Lascelles & Co.	32 "
West Indies Cigar Co.	26 "
A. W. I. T. Co.	25 "
C. D. Stone & Co.	15 "
Durlach Bros.	14 "
G. W. Sheldon & Co.	10 "
Vista Hermosa Cigar Co.	5 "
Cadiz Cigar Co.	5 "
F. Bonilla & Co.	4 "
Antilles Trading Co.	3 "
Cayey Caguas Cigar Co.	3 "
Cuban & Pan-Amer. Ex. Co.	3 "
J. B. Egbert & Co.	3 "
C. Mendez	3 "
B. Raap Trading Co.	3 "
B. Perez & Co.	2 "
H. C. Howard	2 "
M. A. Leima	2 "
Victor Malga & Co.	2 "
A. Gonzalez	2 boxes
H. M. Sheive	1 box

Well Known Tobacconists Will Soon Extend Business.

Wolf Bros., tobacconists, of Houston, Texas, are contemplating a considerable expansion of their business in the near future. While the date for this expansion has not been known, it is understood that they will establish houses in both New York and Chicago, where they will carry the usual complete assortment of cigars and tobaccos and kindred goods.

From an almost inconsequential beginning, these enterprising gentlemen have, by strict devotion to business and fair dealing, built up a business of great proportions.

Already operating a large number of stores, they are steadily branching out, and the intention is to locate one member of the firm in New York and another in Chicago, from which central points large interests will be managed.

NEW BUILDING FOR PEPER TOBACCO COMPANY.

Architect H. G. Clymer has prepared plans for a new structure for the Christian Peper Tobacco Company, which will be located at Main street and Locust avenue, St. Louis, 70x134 feet, six stories high, with a commodious basement, costing about $60,000.

DAMAGED CROPS IN OHIO.

The extent of damage to Ohio tobacco crops by the recent hail storms was not quite so extensive as was at first thought, and the probable loss, it is thought, will not exceed $50,000. Districts in the vicinity of Centreville suffered most severely.

OUR TWO BIG SELLERS

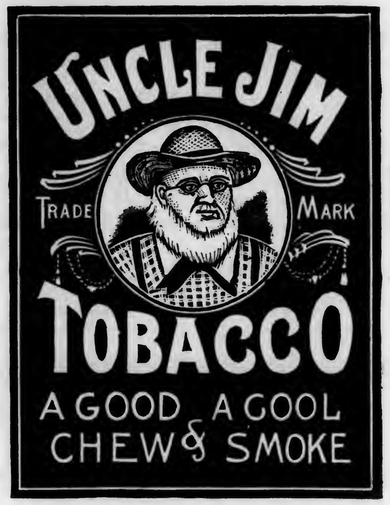
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,

Manufacturer of

Fine Cigars

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
119 North Third St., PHILADELPHIA
GEO. W. BREMER, Jr.
WALTER T. BREMER.
OSCAR G. BOEHM.
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Lea
120 North Third Street, Philadelphia. Tobacco

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

Importers of Sumatra Tobacco
Cable Address: "HERZ."
Joseph Hirsch & Son
2. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

NEARLY EIGHT THOUSAND BALES SOLD.

The Last Week in July Shows a Revival in the Havana Tobacco Market—An Advance in Prices is Confidently Looked For—Trade News of the Week.

HAVANA, August 1, 1904.

As correctly surmised, the transactions in the Havana market for the week ending July 30 show a considerable increase over the previous one, therefore business has been quite fair. Prices are unchanged, although some dealers prefer to keep their goods rather than accept low offers made for them by the present buyers in town. The local cigarette manufacturers have made further extensive purchases at somewhat higher figures than last year, thus indicating that their stocks cannot be of any importance to last them any length of time, and that they are already obliged to work the new crop. While there may be enough tobacco to go around, the chances are in favor of a rise before long, owing to the active competition prevailing here amongst the different factories. Good fillers of Vuelta Abajo do not promise to be too abundant, as it seems there is a shortage of Partido leaf on such grades, which is bound to make itself felt later on. Wrappers of good, clean, light colors have been in great demand, and there is no surplus to carry over. The Remedios which has come to market so far seems to consist of partly yellow and light leaf, while there is some very choice, heavy bodied tobacco fit for the United States and of ideal character. The question is only what the proportion of the two kinds may be? Some dealers might be willing to sell the uncured part at comparatively low figures at present, but if they have to stand the shrinkage until December 1, the chances are that prices will then be correspondingly higher, particularly as the whole crop is short in quantity, so if there is any demand at all buyers will have to be prepared to concede good figures or otherwise do without it. For Europe some low grades have been taken fully 50 per cent higher than at this time last year.

Sales

amounted to 7,850 bales in all, or 4,130 of Vuelta Abajo, 2,960 of Partido, and 760 of Remedios. United States buyers have taken 3,740, local factories 3,000, and European buyers 1,110 bales.

Buyers Come and Go.

Arrivals:—Laureano Sanchez, of L. Sanchez & Co., P. San Martin, of El Arte Cigar Co., and B. Bustillo, of Bustillo Bros. & Diaz, Tampa; Norberto Cueva, of F. Miranda & Co., New York and Garcia & Co., Havana; Luis Cantor, of L. Friedman & Co., New York and Havana; Fred Rothschild, of Rothschild & Bro., New York and Detroit.

Departures:—Francisco Arguelles, A. Santaella, Vicente Guerra, and M. Lorente, for Tampa; Joaquin Hedesa, for Key West; Perfecto Garcia, for Chicago.

Havana Cigar Manufacturers

A slight improvement in the majority of the independent factories is beginning to be noticeable from all directions, excepting the United States. However, it is almost safe to say that after the second half of this month the demand will also increase from this quarter, and thenceforward a steady increase in the orders will manifest itself, the same as every year.

H. Upmann & Co. purchased 700 bales more of Vuelta Abajo of the best sections during the last two weeks for the use of their factory, while they shipped 400,000 cigars last week.

The Partagas factory keeps up its activity notwithstanding the interruption caused temporarily by its removal to 174 Industria street.

Sol is working with increased forces upon good orders.

Crepusculo has finally secured the coveted largest factory, where it can seat from 1,000 to 1,500 cigarmakers and is turning out from 35,000 to 40,000 cigars per day.

Ramon Allones is also one of the factories which is feeling the quickened impulse of trade.

El Rico Habano reports good orders from all directions.

Remigio Lopez y Hno. say they are working with full steam filling orders for the United States, London, etc.

Buying, Selling and Other Notes of Interest.

Francisco Arguelles, of Arguelles, Lopez y Hnos., Tampa, purchased 1,700

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. FRASER.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMMEL. Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont'Ros y C^a
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

bales of Vuelta Abajo and Tumbadero leaf, during his stay here.

Manuel Garcia Pulido sold 600 bales of Vuelta Abajo.

A. Santaella secured 2,000 bales of Vuelta Abajo and Partido while here, through Manuel Suarez of the firm of Mendelsohn, Bornemann & Co.

Bruno Diaz & Co disposed of 500 bales of Vuelta Abajo and Partido leaf of their amous escojidas.

Fritz Lederer, of Heinrich Neuberger, Bremen, has been looking over our market in Havana, as well as going to the country, and made some big purchases. Although he has been here only a short time, he has understood how to gain the confidence and esteem of the whole trade through his swift and sure way of tackling any problem that presented itself to him.

Muniz Hnos. y Co. closed some 450 bales of Vuelta Abajo and Remedios to various buyers. Don Hilario Muniz has just returned from the Vuelta Abajo after a prolonged tour through all the different sections, where he purchased 550 bales additional of the finest vegas.

Jorge & P. Castaneda sold 400 bales of their excellent Tumbadero packing.

P. F. Carcaba is receiving from 100 to 150 bales weekly of the farms of Francisco Iturvey, of San Juan and Martinez, besides about 50 bales every eight days from Pilotos, lowland section, of the farms of Lorenzo Sanchez, which are known by the name of "Papelillo."

Gonzalez, Benitez & Co. disposed of 400 bales of Vuelta Abajo and Partido, as well as new Remedios.

Perfecto Garcia, who leaves today for Chicago, bought during his late trip to the Vuelta Abajo 300 bales of San Luis, of which he will ship 150 bales this week. As Don Perfecto is a judge of fine tobacco, it goeswithout saying that he must selected have the most aromatic vegas.

Jose F. Rocha closed out 350 bales of Vuelta Abajo.

Mendelsohn, Bornemann & Co. are stripping now with full forces—20 bales daily.

Aixala & Co. turned over 350 bales of Vuelta Abajo and Tumbadero.

Sol Hamburger is still hard at work, picking up only such goods as are suitable for his firm of Hamburger Bros., New York, and which are bound to find a ready sale. He has bought some 400 bales so far of Vuelta Abajo, Tumbadero and Remedios.

Sobrinos de A. Gonzalez sold 200 bales of Vuelta Abajo, Partido and Remedios.

Miguel Perez is receiving some very fine vegas of Vuelta Abajo, lowland section.

Jose Menendez disposed of 200 bales of Vuelta Abajo and Partido.

Suarez Hnos. have now an excellent selection of first class factory vegas from the lowland section of the Vuelta Abajo for sale.

Anto Suarez closed out 200 bales of Vuelta Abajo this past week.

G. Salomon y Hnos. shipped and sold 180 bales of Vuelta Abajo to the North and local factories.

Rabell, Costa & Co. turned over 150 bales of Vuelta Abajo to their customers.

Grau, Planas & Co. report sales of 150 bales of Remedios.

Joaquin Hedesa left on Saturday for a trip to Key West, after having previously disposed of some 60 sample bales of his escojida to different customers. During his absence his brother, Don Ricardo, and Don Alfredo Valdes, the buyer in the country and foreman of the escojida, are ready to sell out of their packing at moderate prices to any prospective buyer. The completed bales are of a fine appearance, light in color and unexceptional in burn.

Receipts From the Country

	Week Ending July 30. Bales	Since Jan. 1. Bales
Vuelta Abajo	14,033	101,419
Semi Vuelta	605	6,130
Partido	2,447	34,578
Matanzas		183
S. Clara & Remedios	1,576	17,662
Santiago de Cuba	50	488
Total	18,711	160,460

UNITED IN CLEVELAND.

Triumphantly Enters the Forest City—A War in Prospect.'

Cleveland, Aug. 6, 1904.

The United Cigar Stores Co. has at last gained a foothold in Cleveland, and some active competition is expected by Clevelandites. It is generally conceded that a portion of Julius Deutsch's drug store at Euclid avenue and Sheriff street has been leased for that purpose at a rental of $7,500 per year, which is considered a large price for the space secured.

Independent dealers are not specially alarmed at the dawn of trust stores, yet they are watching every move with absorbing interest, and are of the opinion that it will mean a bitter war on all dealers who do not use trust goods largely It is also believed to be a direct attack upon one particular firm here which is operating several stores.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 92 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. W. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Bremen.

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

Ed. SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
168 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Ganjo"
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
HINSDALE SMITH

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de Sancti Spiritus HAVANA, CUBA.

FIXING DUTIABLE VALUE OF CUBAN TOBACCO.

On August 4 the United States Treasury Department sent out a notification to collectors of customs that the amount of the internal revenue tax levied by the Cuban government upon cigars, cigarettes and tobacco when collected for home consumption and remitted upon exportation must be added to the invoice values in determining the dutiable value of such goods entering the United States.

The Cuban internal revenue taxes are as follows: (a) Each thousand cigars for export, the weight of which exceeds three pounds, will pay $1; (b) each thousand cigarettes, not weighing more than two pounds, for export will pay 10 cents; (c) each thousand cigars for home consumption and weighing more than three pounds will pay $2; (d) one-third of a cent on each package of sixteen cigarettes, or 21 cents for each thousand cigarettes; (e) each package of cut tobacco will pay 6 cents per pound.

The letter of the department says: "The taxes referred to in paragraphs or subdivisions A, B and E are not, however, by reason of a special provision of law relative thereto, to be collected until such time as the redemption of the Cuban loan shall begin or the collection thereof is made necessary in order to meet the interest upon such loan. It therefore appears that at the present time a tax of $2 for each thousand upon cigars weighing more than three pounds per thousand is collected in the event that such cigars be not exported and remitted upon on exportation thereof, and that a tax of 21c for each thousand cigarettes is also collected in the event of the home consumption of cigarettes.

"Under the decision of the Supreme Court of the United States in U. S. vs. Rassavant, and also the decisions of the Board of General Appraisers, the amount of such taxes so collected for home consumption and remitted upon exportation should be added to the invoice values in determining the dutiable value of such cigars and cigarettes. You will be governed accordingly."

BOUGHT DEMBO & HASKIN'S STOCK.

J. W. Lee, of Baldwinsville, N. Y., bought the stock of tobacco of the bankrupt firm of Dembo & Haskins, of Syracuse, sold last week by Deputy Sheriff Bently. The petition, an involuntary one, was just filed against the tobacco firm, and it is under stipulation that the sale is allowed at this time. The liabilities are placed at about $20,000.

TOBACCO COUPONS DECLARED LAWFUL.

The law passed by the New York Legislature at its last session regulating the issue of trading stamps and attaching a penalty for violation of the act was declared unconstitutional by Supreme Court Justice Nash, at Rochester, on August 4.

The justice declared that it is the settled law of this state that it is not within the power of the legislature to suppress or regulate the issuing or sale of trading stamps.

The opinion was rendered in the case of Edward Appel, a cigar dealer, who was arrested for selling a cigar and a package of tobacco, accompanied with tobacco coupons which did not have a redeemable cash value printed upon their face as required by the trading stamp law.

HAIL STORM IN LANCASTER.

Lancaster, Aug. 9, 1904.

Several sections of this county were visited early yesterday morning by a hail storm of considerable severity, but which was fortunately confined to a narrow path. Growers in the vicinity of Marietta, Maytown and Mt. Joy fared the worst. On the farm of Dr. H. M. Alexander, where last season an experimental station was conducted, the tobacco was badly cut and the damage will amount to considerable.

SALES OF COUNCELLOR AND EMANUEL IN OHIO.

Youngstown, O, Aug. 6, 1904.

An important change in the handling of the well known cigars "Councellor," and "Emanuel," made by A. R. Cressman's Sons, of Sellersville, Pa., was announced a few days ago. Joseph Gallagher, representing the manufacturers, states that in the future the cigars will be shipped direct, and that the business would be in charge of John J. O'Connor.

Heretofore jobbers had charge, and the change that has been made here will take place generally. In Youngstown and all territory tributary the goods had been in the hands of the John H. Fitsch Company.

COOPER OPPOSES SUIT.

Frederick A. Cooper, tobacco dealer of Albany, N. Y., who was made the defendant in bankruptcy proceedings by S. R. Moss, of Lancaster, Pa., and other creditors, has filed an answer in the Bankruptcy Court and he will oppose Mr. Moss's suit. Moss was a creditor for about $18,000 and in his answer Cooper states that above the value of the securities which Moss holds to secure payment of the amount his claim is not sufficient to force the defendant into the Bankruptcy Court. Another creditor was Hannah Sommers who owns the store occupied by Cooper. Cooper holds that her claim is not a proper one, as he has paid all rents due her, according to the lease between them. The matter will be considered by Judge Ray of the Bankruptcy Court.

TOBACCO NEWS OF GREATER NEW YORK

THE LEAF MARKET.

The domestic leaf market has remained steady, and a fair volume of business is being done, notwithstanding the depleted stocks, as buyers who are now beginning to arrive are necessarily taking what they can find that will in any way meet their requirements. In new goods there is not yet any variety to be seen. Considerable of the Connecticut has already passed out of the packers' hands, and Wisconsin will not be freely offered for several weeks longer, and yet those are the principal sources of supply for binder goods, and for this class of goods there is likely to be an unusual demand.

The Sumatra market has been rather inactive, but it, too, is liable to revive to some extent before the close of the week.

Havana has been moving slowly for the past ten days, only one transaction of real importance having been reported—5,000 bales of Remedios, principally 1900 and 1901 crops, purchased by a New York importing house.

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WORD "ENGLAND" HELD TO BE ILLEGAL ON AMERICAN MADE GOODS.

In the cigarette label case of William T. Strauss against Phillip Morris & Co., Limited, Magistrate Ommen yesterday handed down a decision holding the defendants for trial. They were paroled in custody of counsel H. B. Heath.

Phillip Morris & Co. was an English firm, having agents in this country. An American company was organized under the same name, and became affiliated with the foreign house. The American company, making cigarettes in this country, continued to use the same labels as the English company. The word "England" was also retained. Magistrate Ommen sustained the complainants' contention that such use of the word violated section 438 of the Penal Code, referring to false descriptions on labels. He held that the word "England" was no part of the original name or label, but was placed there to answer the requirement of the customs laws that such articles must bear the name of the country in which they are manufactured.

• • •

Henry Leonard, a cigar dealer at 461 Broadway, has filed a petition in bankruptcy with liabilities of $2,140, and nominal assets of $572, consisting of cigars on hand, $300; cigars in hand of an agency, $260; cash, $9, and insurance rebate, $3. He began business in May, 1901, having a stand in a cafe at 491 Broadway.

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Washington M. Haddock, formerly a tobacco merchant, was found dead the other morning on the south bound car track at Central Park West and 105th street. Death is supposed to have been caused by apoplexy. He was 56 years old.

• • •

The Metropolitan Tobacco Co. has made a number of changes in its price list as follows: Star Stogies, $14 per 1,000; Steel Trap cigars, in boxes of 50, $15.50, in boxes of 100, $15; Two Orphans, in boxes of 50, $16.50, in boxes of 100, $16; Dromio Cigars, in boxes of 50, $13.

President Bijur's early manifestations of active interest in the matters affecting the welfare of the National Cigar Leaf Tobacco Association has already been productive of some good, at least to the extent of arousing some local associations to action. Addressing the New England Tobacco Growers' Association regarding the necessity of action in the matter of the Philippine tariff, the following reply was received:

A. Bijur, Esq., President National Cigar Leaf Association, 127 Maiden Lane, New York City:

Dear Sir:—Referring to your favor of recent date addressed to the President of this Association regarding the duties on imports from the Philippines, I would suggest to you that since this association is to have a meeting in Gill's Hall, Springfield, Mass., August 13th, commencing at 10 a. m., you might find in this an opportunity for presenting your views to the growers, either by attending yourself or by sending some other officer of your association.

Should you contemplate such an action, kindly let me hear from you at an early date, so that proper announcement may be made.

Yours respectfully,
PAUL ACKERLY, Secretary.

Per order President Edmund Halladay.

By reason of the special invitation, it has been arranged that Messrs. A. Bijur, Joseph F. Cullman and John R. Young shall attend the meeting on Saturday.

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Application was made last week by Thos. W. Lawson, Wm. J. Brown and Carmille Weidenfeldt, through counsel Jas. V. Vredenbergh, to Vice Chancellor Garrison in Jersey City for the appointment of a receiver for the Universal Tobacco Co., which was absorbed by the Commonwealth Tobacco Co. some time ago. Its affairs were taken in the Chancery Court in Trenton, and the directors were authorized to sell the assets. The sale was advertised to take place August 15. At the hearing Mr. Vredenbergh said his clients feared this rule would be prejudicial to their interests, they being stockholders. The Vice Chancellor refused to appoint a receiver, but would set aside the sale on August 15, and will hear the parties interested in his cottage in Seabright on Friday, and will then fix a new date for the sale.

• • •

L. Miller & Sons have placed on this market a new brand of long cut smoking and chewing tobacco, under the name of Upright, in 1¾-oz. packages, which goes to the dealer at 47c. a dozen packages. As an inducement to aid in its quick introduction, a gratis deal is on of one package of Lovehead long cut tobacco free with each dozen Upright.

• • •

Employes of the United Cigar Stores Co. will be given an outing on August 14, at Dewitt's Grove, Gleason Point, L. I. A program of excellent entertainment has been prepared by H. Kingsmore, John Brucker, A. Lamont, A. J. Dowd, and T. J. Mahon, the committee in charge.

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It is stated that the Surbrug Company contemplate opening a smoking tobacco factory in Richmond, Va., to meet the steadily increasing demand for their products.

Philadelphia Tobacco Trade.

DUNCAN & MOOREHEAD, INCORPORATED.

The Duncan & Moorehead Co. was incorporated during the week, out of the old firm of Duncan & Moorehead, cigar manufacturers and importers. The officers of the new company are: J. M. Duncan, President; H. S. Moorehead, Vice President; Henry Ashburner, Treasurer, and H. A. Terry, Secretary.

Mr. Moorehead is off on his vacation at Lake Placid, N. Y. Secretary Terry took a business trip up through the coal regions of this State. The concern is having a continuance of its unusually busy season.

CHANGE AT VICENTE PORTUANDO CO'S.

C. C. Rosenberg was duly elected a director of the Vicente Portuondo Cigar Manufacturing Co. during the past week. Mr. Rosenberg, formerly of the El Provedo Cigar Manufacturing Co., was also elected Treasurer. Mr. Joseph L. Weinberg was reelected Vice President. Mr. Portuondo continues to be the capable superintendent of the factories. Under the revised management a quicker fulfilment of the large orders on hand may be expected.

The Cores-Martinez Cigar Manufacturing Company seems to be an assured fact. As announced in last week's Tobacco World, the new company will have its offices at 508 Cuthbert street. Mr. Martinez, who is not yet very well known to the tobacco public of Philadelphia, came originally from Florida and latterly from New York. He is well known to the trade of those sections, and is thoroughly experienced in factory work.

NEW FACTORY FOR SCHWARZ & COMPANY.

E. M. Schwarz & Co. who some months ago opened a cigar factory in the building formerly occupied by the M. J. Portuondo Co., are evidently well pleased with the venture, for it has been learned from an authoritative source that they will shortly occupy larger quarters, and that it is their intention to increase their Philadelphia working force to 500 hands. Several buildings are held under consideration, but no definite conclusion has yet been arrived at.

On July 30th the employes of this factory were given an excursion to Atlantic City.

With Manufacturers and Jobbers

A. S. Valentine & Son continue to verify the statement that this summer's cigar season is by no means a dull one. One order from a large Western city last week aggregated nearly 100,000 cigars of the firm's various brands. Valentines import a great deal of their own Havana leaf tobacco. They received a consignment of 50 bales from New York during the week. George Valentine spent part of last week in New York City. Roy Valentine expects to take a long trip West this fall, during which time he will stop to visit the World's Fair at St. Louis.

President Geo. E. Spots, of the Theobald & Oppenheimer Co., is continuing a western trip with his old time effectiveness, and the factory is enjoying the busiest summer season it ever experienced. J. A. Rigby, of this company, is on from Mansfield, O., and will in all probability remain during the month of August. Several of their traveling men are covering their respective territories, including W. S. Dennis in the West; Ed. Marshall in the South, while John T. Dee is sojourning in Europe.

Further encouraging news has been received in this city regarding the health of Richard T. Gumpert, of Gumpert Bros., cigar manufacturers, who has been ill at Antwerp. Mr. Gumpert has safely arrived at Nauheim, the German health resort, and reports that he is well enough to stay the trip out before starting back to America on August 30. Henry Heilbronner, of this firm, starts this week on his regular Southern trip, going as far as Texas. He expects to find business unusually good this fall. S. Jacobs had a successful trip to Boston and the east. Mr. Jacobs spent his vacation at Cape May.

The Penn Tobacco Company, on Market street above Sixth, has a big window display of the Prince George, Gladstone and Helmet cigars.

L. W. Newberger, of Stewart, Newberger & Co., cigar manufacturers, has returned from his vacation in the Adirondacks. The firm's high grade cigar, the John Hay, is meeting with heavy sales.

Frishmuth Bros. & Co. expect to be able to enter their mammoth new tobacco factory at Seventeenth street and Lehigh avenue the first of September. If the weather is good the plant will be completed by that time. Rain will delay work on the 95 feet brick stack which is now only half finished. The work of moving tobacco goods into the new factory has steadily continued.

Bayuk Bros. & Co. have several cigars on the market, but their most popular

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.}
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

IF IT'S MADE OF TOBACCO,
WE CAN MAKE IT.
Keystone Tobacco Company
READING, PA.
Manufacturers of
Chewing and Smoking Tobacco
We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

seller in Philadelphia is probably the Mongolian. That the city's smokers like a big cigar is shown by the way they prefer the Mongolian, which is made up in two sizes, Diplomatico and Perfecto.

The La Hilda Cigar Factory, on Chestnut street near Third, is making a special display of the Princess Tampa cigars, said to be of convincing quality.

M. Kalisch, of the Cortez Cigar Company, of Key West, was in town during the week on a visit to leading jobbers.

Among the visitors to the trade during the week were: Charles Cameron, of the Waldorf-Astoria Segar Company, New York; D. Guerra, of Guerra, Diaz & Co., Tampa; Nicholas Griffin, of Bouchet & Sons, New York, and William P. Bushell of the Jose Lovera Co., New York and Tampa.

Leaf Dealers' Jottings.

On Tuesday next, the 16th inst., L. G. Haeussermann, of L. G. Haeussermann & Sons, will sail on the steamer Noordam for Europe. The firm at times exports considerable tobacco to Europe and the present trip will be one principally for business. It is also likely that he will be in Holland long enough to attend to several of the earlier of the fall inscriptions of Sumatra tobacco.

E. A. Calves & Co., Havana leaf importers, made several large sales during the week and are satisfied with the business outlook. Frank Dominguez will make a trip to Cuba in September, to have a look at the new crops. He says that although the new goods are already being shown, he finds September and October the most suitable months in which to make purchases.

Dohan & Taitt experienced a rather dull week, but the numerous inquiries about new goods point to the possibility of a busy season this fall. T. J. Daly is making a tour of New York State, while W. H. Sprenger, Jr., continues to send in good orders from Illinois and other Western States. L. F. Mueller is enjoying a vacation among the moose and deer in the mountains of Maine.

Bremer Bros. & Boehm have closed out their branch leaf house in Reading, which was in charge of Walter Bremer. Part of the stock was sold and the remainder brought to Philadelphia, where in future the firm will have their sole headquarters. The change was made so as to devote more time to the Philadelphia house.

L. Bamberger & Co., report quite a demand on all of their old line of tobacco. The salesmen report an improvement in business all along the line in their territories. This firm is of the opinion that there will be a scarcity of leaf tobacco, owing to the fact that the crops are showing a decrease in size while the output of cigars by manufacturers is constantly on the increase. This state of affairs, having lasted several years, will have but one result—the scrambling for old stock in the market and the planting of heavier crops by the growers. When the price of tobacco increases so as to make it a fair rival of corn and wheat, the farmers will favor growing larger crops.

P. J. Kolb, of the Amsterdam Sumatra Company, took a trip up the State during the week and corraled a lot of orders.

George Burghard disposed of a large lot of Onondago tobacco during the week. A. M. Lake, salesman, has started off on a ten days vacation to Somer's Point, N. Y., where, in lieu of landing orders, he will hypnotize blue and weak fish. Mr. Lake is a fisherman of some local repute, and he declined an invitation to join a party on a chartered schooner, so that he could devote his time exclusively to catching fish. On his return he starts out for the North and East. Mr. Burghard goes to the seashore the latter part of the month.

John R. Young, of the leaf tobacco firm of Young & Newman, took a trip during the week to Massachusetts.

Felix Eckerson, of F. Eckerson & Co., took a trip through the East during the week. This firm has been doing a steady and satisfactory business.

K. Strauss, of K. Strauss & Co., returned to the city one day last week, looking better than he has for years, thereby pleasantly surprising his friends. Mr. Strauss returned to Atlantic City, where he will remain the rest of the season.

Louis Bythiner, of L. Bythiner & Co., leaf brokers, goes to the mountains this week with his family, on a vacation. He will stop at the Mountain Sunset House, at Wernersville, preferring the lofty mountain air and cool evenings to the heat and bustle of Atlantic City, where he spent former vacations.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STEIN, Lancaster, Pa.

PACKER FOREMAN, fifteen years experience, wishes position. Best of reference. Box 132, care of The Tobacco World, Phila. 8-3-3t

AMERICAN EMPIRE

TEN CENTS

Geo. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST. DISTRICT, PA.
READING, PA.

EL VOLCANO

FIVE CENTS

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade.
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

A. K. MANN,

Grower and Packer

—OF—

LEAF TOBACCO

Millersville, Pa.

Located on Line of Millersville Trolley.

GUESSING CONTESTS ILLEGAL.

Albany, Aug. 5.—The Court of Appeals to-day decided that the publication of an advertisement inviting competition in a contest to determine the number of cigars on which internal revenue tax would be paid during a certain month, for cash prizes, was unlawful. This decision reverses the Appellate Division, First Department, which affirmed an order of the Special Term discharging the relator in a test case.

Anti-Tobacco Bill Passed.

Ottawa, Ont., Aug. 6.—The Senate has passed the Anti-Tobacco Combine bill. It now awaits the royal assent. The bill is designed to protect the Canadian tobacco manufacturers against the methods of the big American concerns, who, it is alleged, have been trying to force retailers to handle no goods except theirs.

Among the Trade in Reading

What Some of the Manufacturers Are Doing in Mid-Summer.

Reading, Pa., Aug. 8, 1904.

On Tuesday last Bremer Bros. & Boehm, at Fifth and Washington streets, closed the sale of their leaf business here to the American Leaf Tobacco Co , Inc., of which Mr. S. L. Johns, of McSherrystown, is president. Bremer Bros., contemplated such a step only after the death of Mr. Boehm. The new proprietors will enter into an active campaign, with a large stock and complete assortment, and will be represented by a force of aggressive salesmen.

Business is a little quiet with Yocum Bros. just now, and they propose to close down for a week.

John G. Spatz & Co. are at present among the busier factories, and recently added to their working force. Mr. Spatz, who has been recently on a western trip, is now industriously looking after factory details in making up and shipping goods as per numerous orders booked by him when on his last trip.

During the past week I called on F. H. Beltz, of Schwencksville, who is one of the most active manufacturers in that section. He recently placed on the market a new brand of cigars under the title of American Cup, which he claims is a full Havana filled and Sumatra wrapped cigar, selling at a nickel retail. A bona fide guarantee goes with every box. In a very short time a good demand for these goods has been created. Mr. Beltz started the business some eight years ago, and advanced steadily, until today he has one of the most commodious moderate sized factories, and has built up a wide acquaintance and a very desirable patronage. He attributes his success entirely to his untiring efforts to maintain a standard of the higher quality.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave.. NEW YORK.

LOUIS BYTHINER — J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. **308 Race St. Philadelphia.**

Long Distance Telephone, Market 3025.

Combination SCRAP --Filler--

We Make Them for 6, 7½, 9, 10 and 12 cents.

J. L. METZGER Tobacco Co.

Dealers in Leaf Tobacco

Lancaster, Pa.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,

LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., **LANCASTER, PA.**

UNITED PHONES.

Ready for the Market

1901

First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

The Gilt Edge Cigar Box Factory

Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.

Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market St., LANCASTER, PA.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!
Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Improvement in Lancaster

Sales Increasing in Number and Size—Comparative Output for the Year—Trade Notes.

Lancaster, Pa., Aug. 8, 1904.

The leaf tobacco market continues to improve a little each week, and more important sales are being made. During the past ten days the 1901 goods have come in for a considerably better share of attention, and several good sized lots have changed hands.

Groff & Rowland, packers at New Holland, have sold a packing of 390 cases.

M. M. Fry & Co. also made one important sale of several hundred cases of 1901 and 1903 goods. There is a growing inquiry for 1903 leaf, but only a small portion has so far been sampled.

The weather continues to be most favorable to the growing crop, which is making good progress. Considerable topping has already been done.

Cigar manufacturers are not complaining so very much, yet they still feel the effects of a dull season, and the revenue reports show how much the trade has suffered during the past seven months.

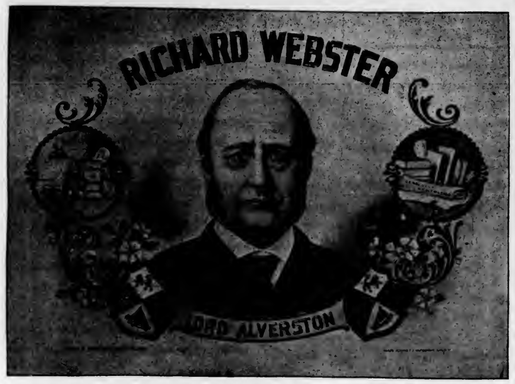
During the fiscal year ending June 30, 1904, the cigar output of this district was 759,947,700, as against 778,169,755 during the previous year, showing a decrease of 18,322,055 this year, the greater portion of which occurred during the past six months. Yet in the month of June some progress was made, which helped to reduce the amount of the shortage of the year's output as compared with the previous year. In June, 1904, our output was 67,751,590, and in June, 1903, it was only 67 014,010, showing a gain during that month as compared with the year before of 737,580, and I notice that our district still maintains its reputation of being the largest cigar producing district in the country, the June output having been over 8,000,000 more in the Ninth Pennsylvania than in the Third New York, which comes second in point of production.

In manufactured tobacco this district has also done itself proud, having to its credit a total production of 529,373 pounds during the fiscal year ending June 30, which was an increase of 55,343 pounds over the previous year. During the month of June alone there was produced 49,704 pounds, or, 7,389 pounds more than in June of the year before. There is one tobacco factory at York that has contributed considerably to the increased output in this district during the past few years.

G. H. Sachs opened a cigar factory at 409 W. Walnut street, recently, and is now about ready to place his goods on the market. He has been prominently identified with the trade for many years, and for a long time was manager of the J. H. Bibo factory here. He will put up a line of fine goods only, in the nickel and 10 cent variety, and has every prospect of building up a satisfactory trade. He is also to be congratulated upon securing the low No. of 7, for his factory.

The cigar trade in some sections of the county seems to be picking up somewhat

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Superior Quality.
The Best Workmanship.


OUR TEN-CENT LEADER.
C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10 ¢

5 ¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
SOUDERTON, PA.
Metal Printed labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFES CHOICE 5¢
POINTED ARROW · SHARP KNIFE
··· VAMPIRE ···

C. Ruppin, at Akron, is putting on some more hands. He states that he feels fully confident of a good fall trade, and he is not alone in his views, as some others are putting on more hands and working full time.

W. R. Stork & Son, of Adamstown, have resumed operations, after a close down of some days.

Confidence in York.

Despite the Dullness in the July Trade, a Good Fall Business is Expected.

York, Pa., Aug. 8, 1904.

Although having to admit that the cigar trade during the month of July was not as good as last year, our manufacturers are not only not discouraged, but on the contrary they have full confidence of a possibly early and active fall business. The leaf men are having a little more inquiry for goods, and consequently they, too, are entertaining better hopes of an early resumption in business activities.

T. D. Hene, representing Wedeles Bros., of Chicago, was a recent visitor in this section, showing a general line of leaf tobacco, but specializing their packings of Florida Sumatra. He was highly enthusiastic in regard to their holdings, and stated to your correspondent that the crop now being housed was, he believed, the finest ever raised. He has had a good trade in this section.

The acreage of tobacco in this county this year is estimated to be about 30 per cent less than last year. One of the finest crops in this vicinity is that of I. B. Hostetter, which he is raising on Duffy's Island, but not under cover this year. It grew quite rapidly and was topped some weeks ago, and in all probability will mature very early.

J. A. Mayer & Bros., of West York, have had a steady run of business this year through their force of traveling representatives, and have opened a good number of desirable new accounts.

Geo. A. Kohler has just returned from a successful business trip through the Southwest, covering Texas in particular.

At Craleyville, this county, the business is rather quiet, with the exception of H. S. Shelly who makes mostly pouch goods, and is said to have more orders than he can fill.

John Shindler, of Red Lion, has moved into his new cigar factory which was lately completed.

At Hanover there is a fair trade, some few having about all the orders that can be well cared for.

A. F. Hostetter has not felt any falling off in trade whatever, but has worked steadily with a full force.

The Keystone Variety Works, who are printers of embossed cigar ribbons, caution notices, edgings, etc., have a large trade with the cigar manufacturers, and it sometimes keeps manager Brandstaedter guessing as to how to manage to get all orders out promptly. It is about the only house in this section making a specialty of that class of work.

H. A. Snyder, of Littlestown, is now employing a force of twelve cigarmakers, and has a considerable number of orders ahead, on both 5 and 10 cent goods.

M. Gephart operates a factory near Littlestown, which was started not so very long ago, and is quietly building up a trade in moderate priced goods.

—The cigar factory of Clayton Raab, at Farmington, Ia., was recently destroyed by fire, causing a loss of $2,000, mostly on the stock of leaf tobacco.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

$145,000 Given Away!!

HOW MANY VOTES will be cast for the Winning Candidate for President of the United States in the Election, Tuesday, November 8th, 1904?

One Hundred and Forty-five Thousand ($145,000) Dollars in Cash

Will be distributed, as stated below, among those who estimate nearest the popular vote that will be cast for the Presidential Electors for the Winning Presidential Candidate in the election of 1904:

To the		person	estimating nearest,	25,000	in cash — $25,000
To the next	1	person	estimating nearest,	10,000	in cash — 10,000
To the next	1	person	estimating nearest,	5,000	in cash — 5,000
To the next	2	persons	estimating nearest,	2,500	each, in cash — 5,000
To the next	10	persons	estimating nearest,	1,000	each, in cash — 10,000
To the next	20	persons	estimating nearest,	500	each, in cash — 10,000
To the next	20	persons	estimating nearest,	250	each, in cash — 5,000
To the next	100	persons	estimating nearest,	100	each, in cash — 10,000
To the next	200	persons	estimating nearest,	50	each, in cash — 10,000
To the next	500	persons	estimating nearest,	25	each, in cash — 12,500
To the next	1,000	persons	estimating nearest,	10	each, in cash — 10,000
To the next	4,000	persons	estimating nearest,	5	each, in cash — 20,000
To the next	5,000	persons	estimating nearest,	2.50	each, in cash — 12,500
	10,855	**Awards, aggregating**			**$145,000**

Have each estimate on a separate sheet or blank, writing the Figures and Your Name and Address Plainly.

WE WILL SUPPLY ESTIMATE BLANKS, if desired, on request, when accompanied by sufficient postage to carry them: 50 Estimate Blanks, postage, 2 cents; 100 Estimate Blanks, postage, 4 cents.

Information Which May be of Assistance in Making Estimates:

Popular vote cast for Electors in the Last Presidential Election, according to the World Almanac of 1904, viz:

William McKinley	(Republican)	7,207,923
William J Bryan	(Democrat–Populist)	6,358,133
John G. Woolley	(Prohibition)	208,914
Eugene V. Debs	(Social Democrat)	87,814
Wharton Barker	(Middle of Road or Anti-Fusion People's Party)	50,373
Joseph F. Malloney	(Soc. L.)	39,739
J. F. R. Leonard	(United Christian Party)	1,059
Seth H. Ellis	(Union Reform)	5,698

Further information which may assist you in making your estimates will be printed on such estimate blanks.

With each estimate you must send us either five of the tags, or five of the whole (1) coupons, or ten of the half (½) coupons, or ten of the cigar bands of the kind that are being redeemed by the Manufacturers through the FLORODORA TAG COMPANY, or five of other tags listed on back hereof, or ten bands from either "CREMO EXPORT" or "BUCK" cigars, otherwise estimate will not be considered.

All estimates, tags, coupons, and cigar bands sent to us by mail, express or otherwise,
Must be Fully Prepaid in order to participate.

WRITE YOUR NAME AND ADDRESS PLAINLY on the outside of each package of tags, coupons or cigar bands, otherwise we cannot identify them.

No receipts will be returned for tags, coupons or cigar bands sent in under the above offer. Thus, you will understand **That if You Use Your Tags, Coupons or Cigar Bands for Estimating, You Cannot Use Them in Securing Presents.**

In case of a tie between two or more persons making successful estimates, the amount to be given will be divided equally among them.

No Estimates will participate under the above offer which are Received by us after Saturday, November 5th, 1904.

All estimates, tags, coupons and cigar bands, and also communications, under the above offer, MUST BE ADDRESSED TO THE

Florodora Tag Company, Jersey City, N. J.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"Q--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

TRADE NOTES.

—Fred Bohe, a saloon keeper of Aurora, Ill., has opened a cigar factory and expects to soon operate on a larger scale.

—The cigar factory of Dohner & Teeter, at Beatrice, Neb., resumed operations last week, after a shut down of some weeks.

—The Waples-Platter Cigar Company, of Fort Worth, Texas, has amended its charter, changing the corporate name to the Platter Tobacco Co.

—Will Bennett, of Augusta, Ga., has been prospecting in Charlotte, N. C., with a view to establishing a wholesale cigar business at the latter place.

—A voluntary petition in bankruptcy has been filed by Stanley Newding, a cigarmaker of San Antonio, Texas. He lists his assets at $4,109, including a $1,000 insurance policy, and his liabilities at $3,654.45.

—The J. W. Orr & Jackson Cigar Co., of Lima, O., was last week placed in the hands of receivers on petition of Robert Orr who declares the corporation is insolvent. Frank H. Siebers was made receiver and has taken charge.

—The Cedar Rapids Cigar & Manufacturing Co. has been organized at Cedar Rapids, Ia., with a capital of $20,000. The officers are: Jos. Simon, President; C. L. Simon, Secretary and Manager; W. H. Dunshie, Vice President; Jas. E. Hamilton, Treasurer. It is thought that from 75 to 100 hands will find employment.

—Samuel J. East, a policeman at Florence, S. C., has been arrested on the charge of setting fire to the Pee Dee Tobacco Company's warehouse at that place in last April. The evidence against him before the magistrate's court is said to be of a startling nature and he has been committed to the jail to await trial at the October term of the Court of General Sessions.

—Gonzales, Mora & Co., cigar manufacturers, of Chicago, who have sued O'Brien, Keller & Co., of San Francisco, for $20,000 damages for infringement of a trademark and diversion of custom on a certain brand of cigars, recently obtained from Superior Judge Hunt an injunction restraining the defendant company from using the name and trademark in question pending the trial of the case.

—Some time ago the C. C. Denio Cigar Company, of Jackson, Mich., failed, owing among other accounts $900 to Rothschild & Bro., of Detroit. Recently U. S. Marshall Henry Hayden served papers on twenty-three Jacksonians, requiring them to appear in Detroit, when it will be undertaken to show that it was not an incorporated body, and that therefore each one of the twenty-three persons is virtually a copartner and each equally liable to the whole amount of the firm's indebtedness.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

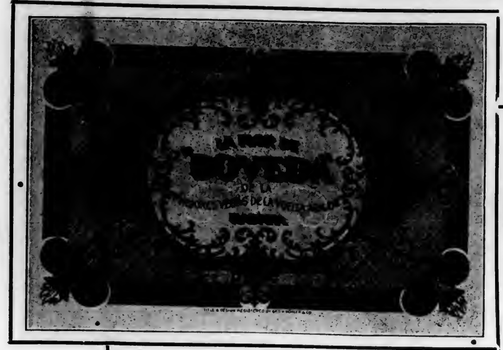
The past week has been one of hurry up to the growing crop of tobacco, and an observer watching the fields during the week would feel inclined to wonder whether any other crop raised by the farmer makes such rapid growth as tobacco. I am inclined to think that the plants have doubled in size and weight during the last week. The growth has been rapid and in the right direction; for the plants are large and stocky, and when the time comes to strip, it may appear that for the past ten years we have not had a crop that would strip off more pounds of good tobacco than the present crop promises to yield. Just what the quality will be, it is, perhaps, too early to predict, but the indications point to a nice, fine, good-colored leaf, and a sound one, too. The growing crop looks a dark green, and there is a fair prospect of its maturing all right. When you meet a farmer and ask, "How is your tobacco coming on?" he begins to smile that smile of satisfaction that always comes with a good thing, and the answer is, invariably: "My tobacco is looking fine. I never had a crop do any better in my life." These crops are on a sandy soil, but where the land is a little heavy, the water has left its mark upon it. But there are very few such fields of tobacco. The water-logged soil is a small amount compared with the good.

We hear of a few who will commence cutting this week, and more who are to begin the first of next week; pretty early to begin, but I will venture the opinion that what is cut this week will be out of the sweat and ready to work about Christmas. Well, let us hope the growers will have good weather for the coming season, plenty of warm weather with a little, if any, of damp, foggy mornings.

Our correspondents write:

Hatfield, Mass.: "C. L. Warner began cutting his tobacco Thursday of last week. A few farmers will begin this week. We have a very large crop, and, I think, a fine one."

East Whately, Mass.: "Topping is well



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited. York, Pa.

Boveda, All Havana. Lord Playfair, Seed and Havana.
Nat Wills, Five Cent Leaders. Montello,
Samples to Responsible Houses.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

along and the suckers are growing very fast. It looks now as though we should have a fine crop."

Conway, Mass.: "What weather for crops to grow; especially tobacco! It is growing fine and at this time promises to be the best crop produced in years. Now that July is past, we can feel that we are a little more safe from storms that wreck the crop. The wind and rain of the early part of last week laid low a little but no great damage was done, only a few crooked stalks."

North Hatfield, Mass.: The onion crop of sets has been moved, and now there is a little more time to devote to tobacco. It is looking fine in this section and the promise of a good crop is apparent to all observers.—American Cultivator.

EDGERTON, WIS.

A few scattering transactions relieve the monotony of the local leaf markets otherwise there would be but little to record in this column. Even the late deliveries bring such small prices that the figures ought not to be quoted. A few lots of '01 have been picked up of late, the following being samples:

Wm. Connors, 34cs at 9, 6 and 2c.
John Almond, 11cs at 8, 5 and 2c.
David Fulton, 28cs at 7½ and 2c.

Old stock is moving but sparing. S. C. Chambers of Milton reports the sale of a 50cs lot to Binghamton, 35cs to Dayton and 25cs to Pennsylvania parties.

While rain has fallen in very many of the growing sections during the week, this immediate locality is still suffering from a drouth, and the new crop is making as satisfactory growth elsewhere. Some topping has commenced but the work is not general as yet.

The shipments out of storage are among the lightest of the year—but six car loads for the week from this market to all points.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market continues very active, with sales for the week 916 hhds. Sellers are now assuming firm views, as the crop is well in hand. Loose floor sales: Lugs, 2¼ to 3¼c; Leaf, 3¼ to 7c.

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¾c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6¾c; Good, 6¾ to 8½c; Fine Wrappers and Selections, 8 to 12½c.

The stock is largely light and brown colors, in good condition, well suited for manufacturing plug, smoking and twist tobacco. The growing crop needs rain.

MONTHLY REPORT—JULY.

	1904	1903
Receipts for month,	3,130	1,165
" year,	9,550	10,645
Sales for month,	3,286	2,463
" year,	12,677	8,745
Shipments for month,	4,534	1,704
" year,	8,970	6,883
Stocks on sale,	2,181	2,189
" sold,	1,098	1,649
Stocks on hand,	3,179	3,838

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in July were	3,540	hhds.
Sales " "	3,157	"
Shipments in " "	9,969	"
Total stocks Aug. 1, "	3,713	"

Buyers' stocks, 820 hhds; Sellers' stocks, 2,893 hhds.

Our receipts this week were 874 hhds; offerings on the breaks, 534 hhds; public and private sales, 604 hhds.

The breaks ran lower in grade this week, and the proportion of fat tobaccos was small. The market was irregular at times, without material change in prices.

Receipts are beginning to fall off, and stocks show a reduction from July 1 of 1,626 hhds.

Shipments were large, being swelled by the Italian prizings. Sellers are meeting the market freely, and but small stocks will be carried over in the fall.

There are no special complaints coming in from the crop in the field.

QUOTATIONS:

Low Lugs	$3.00 to $3.25
Common Lugs	3.25 to 3.50
Medium Lugs	3.50 to 4.00
Good Lugs	4.00 to 4.50
Low Leaf	4.25 to 4.75
Common Leaf	5.00 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.50
Fine Leaf	10.00 to 12.00

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP SOLID DURABLE
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St, NEW YORK.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**

The Cigars You Want
at

W. D. SAHM'S
Union Cigar Factory

Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

T. L. ADAIR,

Established 1895.

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Our Leader: **WEALTH PRODUCER** **Fine Cigars**

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro. Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.

Business Changes, Fires, Etc.

California

Los Angeles—John Rey, cigar manufacturer, deed, $200.

Colorado

Leadville—Stewart & Depler, cigars, sold to Frank & Thomas Loan.

Connecticut

Hartford—Leichner & Sechtman, manufacturers and retail cigars, dissolved; succeeded by William Leichner.

Illinois

Chicago—John Murias, cigars, etc., bill of sale, $1,500.

Desplaines—G. Peterish, cigar manufacturer, dead; Minnie Peterish succeeds.

Rockford—Skeyhan & Hanlon, cigars and news, dissolved.

Indiana

Lagrange—Carnahan & Boyer, billiards tobacco, etc., succeeded by Boyer & Rife.

Maine

Pittsfield—F. E. Stevens, cigars, etc., succeeded by Leslie E. Hubbard.

Massachusetts

Boston—F. Hirsch & Son, tobacco, petition in bankruptcy.

Michigan

Detroit—Columbian Cigar Co., (Wm. J. Harper, proprietor), manufacturers, damaged by fire; insured.——Congress Cigar Co., manufacturers, damaged by fire; insured.

Missouri

St. Louis—A. Hussey Leaf Tobacco Co. filed articles of incorporation; capital stock, $25,000.

Nebraska

McCook—A. S. Kennedy, cigars and confectionery, succeeded by W. R. Harvey.

Omaha—M. Horn, cigars, damaged by fire.

New York

New York City—William W. Bisset, retail cigars, petition in bankruptcy.——Central Cigar Mfg. Co., Michael Kennedy, President, dead.

Syracuse—Dembo & Haskins, wholesale leaf tobacco, petition in bankruptcy.

Ohio

Lima—The J. W. Orr & Jackman Co., cigar manufacturers, receiver appointed.

Pennsylvania

Johnstown—D. P. Coulter, cigars, etc., execution, $232.

Virginia

Lynchburg—W. O. Woodall, tobacco and cigars, petition in bankruptcy.

PATENTS RELATING to TOBACCO, Etc.

766,492 Attachment for cigar-branding machines, or the like; Wallace M. Campbell, Boston, Mass.

766,466 Tobacco stemming machine; Elwood C. Phillips, Chicago, Ill.

766,567 Match making machine; Jacob P. Wright, New Haven, Conn.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous **"SMOKE-IT"** Cheroots are selling faster than ever before.

Philadelphia.

Scraps & Siftings

FOR SALE.

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Manufacturers of

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PATENTS

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

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KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

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Afford perfect **PROTECTION** against **MOISTURE, HEAT and BREAKAGE.**

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

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Sole Owners and Manufacturers,

RACINE, WIS. U.S.A.

GLYCOSINE

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.

Write for Samples and Particulars.

Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

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Manufacturing Chemists,

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GEORGE W. McGUIGAN

Red Lion, Pa.

Maker of High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY · LA-DATA · LA PURISTA · INDIAN PRIDE · LA GALANTERIA

Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

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Strictly Union-Made Goods. **Denver, Pa.**

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

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PRINTERS OF ARTISTIC CIGAR LABELS

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

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TOBACCO DEALERS

Our Specialties:

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HAVANA, CUBA.

Factories: 26 and 517 — **L. E. Ryder,** — 9th District Penna.

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The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

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Manufacturer of

CIGAR BOXES

South Ninth Street,
Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

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NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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ESTABLISHED IN 1881 Vol. XXIV., No. 33. — PHILADELPHIA, AUGUST 17, 1904. — ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

Here is a Pointer:

Will You Be Guided By It?

YOU CAN SAVE
By Buying From Us

BECAUSE

We Import and Buy Direct, and have the Largest Retail Department;
We aim to suit the **Smaller** *as well as the* **Larger Manufacturers;**
We handle **Sumatra, Havana** *and* **Domestic Tobacco** *in any quantity or kind that may be required by you;*
Our Prices Suit Everyone;
Our Reputation is a Guarantee of Satisfaction.

L. G. Haeussermann & Sons

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO

240 Arch St., Philadelphia.

Formerly at 23 North Third St.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

NICKELBY, 5c.

Reserved.

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GUMPERT BRO'S. Manufacturers

VIRTUE LIBERTY AND INDEPENDENCE

114 N. 7th St. Philadelphia

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Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA
Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.

HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

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A Matchless 5-cent Cigar.
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THAT IS SAVING A GOOD DEAL
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W. K. GRESH & SONS, Makers, Norristown, Penna.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 Incorporated 1902

THE TOBACCO WORLD

Published Every Wednesday
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Gaines as a Trust Buster.

REPRESENTATIVE JOHN W. GAINES, of Tennessee, has turned trust buster. He has begun with the tobacco trust. He expects to arrange all the tobacco growers of the country in the ranks of the busters and is not without hope of rallying an army of smokers and chewers under his standard.

The hottest shot which Mr. Gaines is firing is that the department of justice is not in sympathy with his attempt to bust this trust.

The department of justice has not been unmindful of the advance of Mr. Gaines and is getting ammunition and guns ready. Part of the ammunition consists of a statement that Mr. Gaines was encouraged to help the department prosecute the tobacco trusts, but failed to do so. It is said at the department that on May 10 Mr. Gaines wrote Attorney General Knox that the tobacco trust was violating the law by a combination that prevented competition in the purchase of tobacco. He enclosed a newspaper article on the subject and a copy of testimony taken by a sub committee of the House Committee on Ways and Means. He claimed that the British American, the Continental, the American and the Consolidated Tobacco Companies had an agreement by which there is no competition between them, but produced no evidence to prove the assertion. Gaines is a politician pure and simple.

—:o:—

To Develop Mississippi.

WE HAVE RECEIVED from Mr. M. V. Richards, Land and Industrial Agent of the Southern Railway, a copy of the August issue of the Southern Field, published at 1300 Pennsylvania avenue, N. W., Washington, D. C., which is the official organ of the Southern Railway and the Mobile and Ohio Railroad. The August issue is devoted especially to Mississippi, although the object of the publication is to advertise and develop the whole country traversed by those roads. The issue in question gives interesting accounts of the development, the great resources, prosperity and progress that has been made in Mississippi, and the publication is sent free to any address upon application.

—:o:—

Internal Cuban Tax.

THE TREASURY DEPARTMENT at Washington has learned that the Government of Cuba has decided to levy an internal revenue tax on cigars, tobacco and cigarettes manufactured in the island.

The tax on cigars intended for export is only half as much as the tax on cigars intended for home consumption in Cuba, and the Treasury Department has decided that the maximum tax must be added to the invoice value in determining the dutiable value of cigars at custom houses in the United States.

This will have the effect of greatly increasing the duties paid on Havana cigars by importers in this country.

—:o:—

The English Tobacconists' Claim.

AT A MEETING of the members of the Ogdens' Bonus Association, the solicitor stated that Messrs. Rufus Isaacs, K. C., Montagu Lush, K. C., and A. W. Groser had expressed a very strong opinion in favor of the claims of the members against Ogdens (Limited) England, under the bonus scheme. Counsel were of opinion that the wording of the endorsement of the check for the second instalment of the bonus was no bar to the recovery of damages for breach of contract, while the Court of Appeal had held that a trader who had not signed such check was entitled to such damages. Counsel further held that the signing of the bonus agreement with the Imperial Company after the transfer of Ogdens' business was no bar to the recovery of damages. These opinions were given positively without reservation, and naturally carried great weight. An interesting point cleared up at the meeting was that the agreement between Ogdens and the Imperial Company expressly provided that the latter should not undertake any liability in connection with Ogdens' bonus scheme. That is well for the Imperial Company as the claims against Ogdens amount to about a million and a half.

—:o:—

Canada's Anti-Trust Measure.

THE ANTI-DUMPING BILL, so-called, which the Canadian government recently introduced and which was plainly declared to be necessary as a protection against American combinations "invading" the dominion, does not, it appears, exhaust the Laurier trust programme. A special measure has just been rushed through the two houses of Parliament which will either shut the Canadian door to the American Tobacco Company or force it to abandon methods that are alleged to have driven several native concerns out of business and to have made competition impossible in the cigar and cigarette industries.

It was charged by the head of the Inland Revenue Department that the company named had systematically undersold Canadian companies by means of an unfair system of regulating retail prices and through freight concessions from the railroads. It was further alleged that the company had compelled the retailers to sign exclusive "factors' agreements" whereby the retailers pledged themselves not to handle the output of the independent factories. The growth of this trust in the dominion, it was urged in Parliment, had reached such menacing proportions that drastic measures to curb it were imperative.

The measure passed to meet the alleged evil provides, in substance, for the revocation of excise licenses held by foreign concerns that sell goods on condition that the purchasers shall not sell like goods produced by other and rival manufacturers. While this bill is directed primarily against the tobacco trust, it obviously affords a means of summary procedure against any other combination that is within the purview of the Inland Revenue act.

It is of course the right and the duty of the Canadian government to prevent discrimination and unfair methods of commercial warefare on the part of foreign companies licensed to do business in the dominion. Whether the specified practice actually was resorted to to the material injury of domestic producers is a question of fact, not of principle. The exclusive-agreement method has been sharply attacked in the United States as well, and some courts have declared it to be illegal and contrary to public policy. But the success of the legislation may be doubted, so far at least as the expectations of the Canadian small companies are concerned. They can probably be undersold without recourse to such methods as they accuse their powerful competitor of employing.

It is hardly necessary to say that the bill in question was not opposed by the Conservatives. Their only criticism was that it did not go far enough and was not sufficiently "sweeping" in its anti-monopoly provisions.—Chicago Post.

—:o:—

UNION MADE BOXES FOR UNION MADE CIGARS

ENCOURAGED by the recent decision of Judge Lockwood Honore, of Chicago, regarding spurious union cigar labels, and granting an injunction against that traffic, which was granted on petition of Geo. J. Thompson, Secretary of the Cigarmakers' International Union of America, organized labor of Cleveland, O., now wants union labels of the Woodworkers' Union on cigar boxes. The label committee of the United Trades and Labor Council was instructed last week to investigate the subject, and some definite action may be expected soon. They urge that because only cigars packed in boxes bearing the Cigarmakers' Union label are recognized by union men, union made cigars should be packed in boxes bearing the label of the Woodworkers' Union.

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

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John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
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Importers of Havana and Sumatra
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Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. Third St. Philadelphia, Pa.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

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BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

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and Packer of LEAF TOBACCO
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J. S. BATROFF,
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Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Y&N
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

THE REALM OF THE RETAILERS

A NEW WINDOW ATTRACTION.

WHY should not some enterprising retailer get up a window display that would be at once attractive for its mystery of "perpetual motion," and call it "The Dancing Cigars"? The idea is not only a feasible one but could be gotten up at a remarkably low cost. All that is wanted is an electric fan blower and a number of long strips of tissue paper. The average cigar store, of course, already has the cigars it wants to be displayed. After decorating the back of your window with some suitable color that will be in a strong contrast with your paper streamers, paste one end of the ribbons equidistant apart to the ceiling of the bulk window, so that the other ends will hang down within a foot of the floor of the same. Then roll the cigars, (or cigarettes) in the lower ends of the paper. Roll at the middle of the cigars so as to keep them balanced. An inch or two of the paper, which should be at least one inch wide, is enough. Then paste with a good mucilage, to keep the cigars in place and and from rolling out. Put your revolving brass fan well up toward the ceiling on a shelf in one end of the window. If the shelf or a half-dropped curtain conceals the electric fan, it will greatly add to the mystery as to whence the cigars and streamers derive their motion. Of course when the fan is in motion the tissue paper streamers will be agitated in the strong current of air. The cigars will be made to dance in a lively, mysterious manner, and the display will at once attract the curious, making a good advertisement for the store.

* * *

THE AUTUMN TOBACCO EXPOSITION.

THE Retail Cigar and Tobacco Dealers' Association has made further efforts during the past week to boom their autumn exhibition, as will be seen by the following circular, which has been issued by Chairman Bock, of the Committee on Exposition:

THE RETAIL CIGAR AND TOBACCO DEALERS' ASSOCIATION.

Philadelphia, Aug. 4, 1904.

Gentlemen:—The Retail Cigar and Tobacco Dealers' Association of Philadelphia is making preparations to hold an exhibition and convention in this city during the week of October 17th to 22d, 1904, at a prominent location in the business center of the city.

An opportunity will be afforded to all strictly independent cigar, cigarette and tobacco manufacturers to make an exhibition of their products, distribute samples, take orders, etc.

The object of this convention and exhibition is to induce the dealers to handle and push Anti-Trust goods more extensively and to educate the public to the superior quality of the goods made by the many independent factories, also to combat and prevent further inroads by the Trust.

It is proposed to advertise the event extensively and to have public lectures, also to hold a mass meeting at which prominent speakers of both political parties will make addresses, the ante-election date being selected solely with that end in view.

To defray expenses incidental to the occasion, the halls have been divided into uniform sections and will be rented for the week at $75 for each space.

We appeal to you to make an exhibit on this occasion; we believe it will be to your advantage to place your productions before the people of Philadelphia and vicinity, who number about 2,000,000, who have never failed to patronize any event of this kind.

Furthermore, we solicit any communication or address you may want to publish in connection with the above object and to aid our cause in general, which we believe is also yours.

We would thank you to favor us with a reply as early as possible, as our space is limited to about 100 exhibitors.

Thanking you in advance for whatever assistance you may render us, I remain

Yours very truly,
J. E. TUCK, President.

* * *

NON-NICOTINE CIGARS.

RETAILER RUNGE, of Front and Market streets, is handling quite a stock of the Non-Nicotine Cigars, which seem to be warranted to cure the "tobacco heart," like the gold cure is expected to cure alcoholism. The Non-Nicotine Cigar is patented by George S. Yingling, M. D., and, while it is not claimed for it that all of the alkaloid nicotine has been extracted from the tobacco leaf, yet it is claimed that the aforesaid poison has been neutralized by the use of a non-injurious vegetable compound. This compound, the doctor's circular states, does not destroy the aroma or smoking qualities of the cigar, but prevents the bitter after-taste which causes spitting, and which is injurious to the digestion. The cigar is claimed to prevent or cure "tobacco heart," and may prove a good thing to confirmed smokers.

* * *

THE ORIGIN OF TOBACCO.

AN ETHNOLOGIST tells an interesting story as to how tobacco was first obtained by man, according to the traditions of the Menominee Indians:

"One day the god hero, Manabozo, was on a journey, when he perceived a delightful odor. It seemed to come from a crevice in the cliffs high up on a mountain side. On going closer he found a cavern which was occupied by a giant. In fact, the giant was the tenant of the mountain, and from the mouth of the cave a passage led down into the very center of the hill, where there was a large chamber. Around the chamber were stacked great numbers of bags filled with curious dried leaves. From the leaves proceeded the delicious fragrance.

"These leaves were tobacco. Once a year, the giant explained, all the spirits came to the mountain for the purpose of smoking this exquisite leaf. But it was not possible to give any of it away.

"Nevertheless, Manabozo watched for an opportunity, and snatching up one of the bags, fled, closely pursued by the giant. The thief leaped from peak to peak, but the giant followed so fast as to finally overtake him. So Manabozo tnrned upon him, and, upbraiding him for his stinginess, transformed him into a grasshopper.

"That is the reason why the grasshopper is always chewing tobacco. Manabozo took the bagful of leaves and distributed them among his friends, the ancestors of the Indians of today. Since then they have had the use and enjoyment of the plant."

* * *

The Louisiana Purchase Exposition.

Exposition Grounds,
St. Louis, Aug. 13, 1904.

Matters are progressing satisfactorily here, and the attendance is increasing almost daily, although not yet fully up to expectations, and consequently the managers of the Exposition are finding unexpected means of securing additional revenue, and venders of merchandise in the grounds are compelled by the Exposition Company to rent the National Cash Register at $8.00 per month. Even if such people own one, they are compelled to send their own to the store house and pay $8 monthly rental for a National. There are about 2,000 who are thus imposed upon, and it will net someone a snug $100,000. The National Cash Register Co., which is believed to be behind this movement, are giving their female employes a free ten-days trip to the Fair, the company paying their expenses; the male help of the company, we are told, are paying half of their expenses themselves. Their 2,000 employes, for the sake of distinction, are adorned with a 3 cent badge each. Yet we are glad to see them, as they all have a little coin to spend and will in some little measure contribute toward the $8 monthly extortion which has been imposed upon the poor concessioners.

Discussion of the personnel of the Jury of Awards at the Fair is occupying the minds of the commissioners and exhibitors. In short, it is arousing the keenest interest, and already exhibitors are putting their best feet foremost, and making active preparations for the visits of the jurors, who are expected in September. The jury will consist of 1,400 men; appointment of women is not encouraged. This number, of course, includes the allotment allowed to foreign countries, etc., the accepted rule being one member to each fifty exhibitors. Very naturally the exhibitors in the Central Tobacco Exhibit are very anxious to know who out of that number will be selected to pass upon their exhibits for premiums or medals. The Pennsylvania Cigar Manufacturers' Exhibit, which consists of 604 samples, will surely receive some of the medals to be awarded, and the managers of this exhibit are on the lookout that they receive fair and proper recognition.

At the solicitation of the Commissioners of the Philippine Reservation, a branch of the Pennsylvania Cigar Manufacturers' Exhibit is to be placed at the main entrance for the accommodation of the large crowds gathering in that vicinity, and several other locations have also been offered them for retailing their cigars. That is in itself quite a notable compliment to their products. At the retailing department of this exhibit they are counting on some benefit from an increased number of visitors which will no doubt be attracted to the Agricultural Building when the new stock barns, etc., are completed. About 800 or 900 workmen are grading the building grounds, which are to be finished on the 22d inst. The stock barns will accommodate 3,000 head of stock.

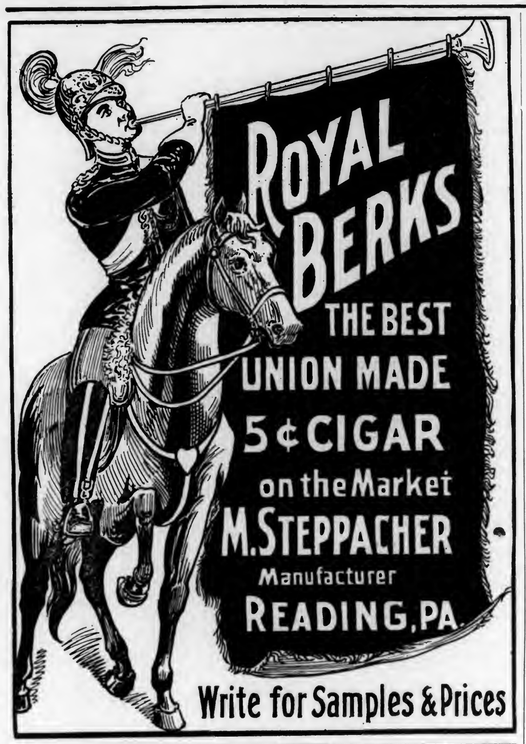
Weather conditions here have been most agreeable, and those who remained away, in fear of the heat, have missed it. The grounds are in perfect condition, with flowers blooming in beautiful array.

The Central Tobacco Exhibit seems to be gaining in its powers of attraction, one of the particular attractions being the plug tobacco making machine of Harvey & Outerbridge. This machine, it is stated, does a large amount of work perfectly, and is not more than one tenth the cost of some other machines for the same purpose. It is in full operation, the demonstrations being conducted by Mr. Montgomery.

S. L. Etter, who is connected with the Pennsylvania Cigar Manufacturers' Exhibit, has returned to York, Pa., for a few days, to attend to some personal business. In the meantime his place is being filled by J. B. Nagle, Secretary of the Winget Manufacturing Co., which company has charge of the Pennsylvania Cigar Manufacturers' Exhibit.

The number of visitors from the cigar and tobacco trade is getting larger each day. The more recent visitors included: G. W. Gable, of Windsor; C. S. Gable, of York; Fred Smith, of Red Lion; Fred Schleagel, of Columbia; C. M. Yetter, of Reading; H. C. Glissinger and M. Schenkel, of East Greenville; J. G. C. Sheets and Sam Katz, of York, and R. F. Hall, of Pittsburg.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**



Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

A Prominent York Co. Cigar Manufacturer.

J. F. SECHRIST, Holtz, Pa.

MR. J. F. SECHRIST.

THERE is no interest in York county that has developed with so much rapidity during the past quarter of a century as has the cigar manufacturing trade, and in this connection we desire to make mention of the above named gentleman as one of the leading manufacturers in that county, and in doing so we are confident that we are bringing to the front one of the brightest and best-fitted men known to the cigar trade of that section. A man who has a wide practical experience, which, coupled with his thoroughly good judgment, helped him to pave the way to the large and succesful business of which he is the owner. And he has also succeeded in building up for himself a wide influence, and a reputation that stands high above many of his competitors. It has been accomplished by supplying a high grade product. To each department of his factory he gives his personal attention, and sees to it that not the minutest detail is overlooked or neglected, while he endeavors to employ thoroughly skilled workmen and to use the best grades of leaf possibly obtainable. He has been enabled to place upon the market a number of brands which are constantly growing in popularity in various sections of the country. They include the "York Nick," "Uncle Joss," "Oak Mountain," and "Two Cracker Jacks," which he recommends to the trade for their excellent quality of leaf and the workmanship.

Mr. Sechrist is extremely careful to fulfill all his obligations without exception, and has proven himself a man of his word, and is well deserving of the success which he has attained in his chosen field. Socially he occupies a similar position to that of his business standing; being a man of clear intellect, he holds himself in an enviable position in the esteem of all who know him. Of a courteous and affable disposition, an authority upon the subject of cigar manufacturing, broad and liberal minded in his views as regards matters of business, he carries with him influence and weight, in both financial and manufacturing circles, as a man of sound business principles and commercial veracity; one whose methods are those of deep conservatism, which possess just the right sort of enterprise to establish success, which it is an evident fact that he has won in his trade. Besides, he has always given a conscientious support to all measures conducive to the permanent interests of his fellow citizens, and he is therefore justly entitled to the position which he holds in his community.

OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

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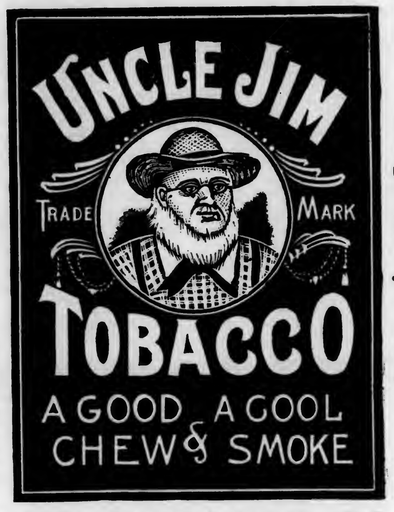
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

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W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

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Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

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Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

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Importers, Packers and Dealers in
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JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
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LEAF TOBACCOS
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Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Lea
120 North Third Street, Philadelphia. Tobacco

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Importers and Dealers in LEAF TOBACCO
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Importers of Sumatra Tobacco
Cable Address: "Hirsch."
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Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1866
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Feustermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N.Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N.Y.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

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S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FAIRLY ACTIVE IN THE HAVANA LEAF MARKET

Trade Considered Satisfactory for the Season—An Advance Expected in the Price of Choice Leaf—Notes Gathered in the Factories and Among the Dealers.

HAVANA, August 8, 1904.

The Havana market during the past week has exhibited a fair amount of activity, and while no extra large transactions have taken place many smaller deals were put through, so that the aggregate is satisfactory considering the season of the year. So-called factory vegas of Vuelta Abajo and Partidos are still in good demand and principally sought after, while there also continues a fair call for colas of Vuelta Abajo on the part of the cigarette manufacturers. Buyers for the European market are looking for low priced goods, chiefly for Germany. While the 1904 crop, generally speaking, is of a good, acceptable quality and has a high aroma, there is, however, like every year, a certain proportion of less desirable leaf which will have to be sold at low figures, while all choice goods will be wanted, and the tendency of such grades is bound to favor a rise in the not distant future, if a judgment is permissible by the receipts which have reached the Havana market up to now. It is quite safe to say that the farmers have sold out their holdings to the dealers and local cigar manufacturers, and what is still held by the farmers is either held at exorbitant figures or else consists of undesirable classes.

This month will be devoted to the preparing of seedbeds in the wooded hilly parts for the coming 1905 crop.

Sales

amounted to 5,561 bales in all, or 2,540 of Vuelta Abajo, 2,198 Partido, and 823 bales of Remedios. The United States purchased 3,237, local manufacturers 1,415, and European buyers 909 bales.

Buyers Come and Go.

Arrivals: Emil Wedeles, of Wedeles Bros., and H. Barron, of Barron Bros., Chicago; E. A. Kline, of E. A. Kline & Co., Max Stern, of Louis Sylvester & Co., and Ernest Ellinger, of Ernest Ellinger, New York; Joseph Mendelsohn and Harry Mendelsohn, of Mendelsohn, Bornemann & Co., New York and Havana.

Returned to Havana: Leslie Pantin, from New York; A. M. Calzada, from Tampa; Joaquin Hedesa, from Key West.

Departures: Leonard Friend and J. F. Berndes, for New York; A. F. Rico, for Boston; B. Bustillo, P. San Martin and Laureano Sanchez, for Tampa.

Havana Cigar Manufacturers

There is no decided change for the better yet to be reported in the majority of the factories, although the demand is bound to become stronger ere long. Some of the exclusive Vuelta Abajo factories of the independents are still hesitating to work the new leaf, while the Trust and the Partido manufacturers are using the new wrappers. Germany is calling for fair quantities, London is beginning to order, as well as Canada, and the South American Republics and Australia, while the demand for the United States is still the smallest in volume.

The Partagas factory of Cifuentes, Fernandez & Co. is quite busy, turning out 30,000 to 35,000 cigars per day for Germany, London, Australia and the United States. Owing to the light temprano growth of the famous "Santiago Plasencia" Vega of San Luis this firm has already been enabled to use the 1904 crop.

H. Upmann & Co., Sol, Ramon Allones, Crepusculo, El Rico Habano, and La Mas Fermosa are working with full forces.

Buying, Selling and Other Notes of Interest.

B. Bustillo, of Bustillo Bros. & Diaz, has made some liberal purchases for their factory in vegas upon the spot, as well as for future delivery, which amount to many thousands of bales of the most aromatic tobaccos.

Aixala & Co. sold 694 bales of Vuelta Abajo and Partido during the past week.

Sol Hamburger has added 600 bales more of all kinds of leaf to his recent purchases.

Loeb-Nunez Havana Co. disposed and shipped 612 bales of Vuelta Abajo, Partido and Remedios.

Jose Menendez turned over 350 bales of Vuelta Abajo and Remedios.

Fred Rothschild, Vice President of the Waldorf-Astoria Co., has been looking over the escojidas made by Rothschild & Bro., of which they have received al-

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

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Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

LUIS MARX HABANA

Consulado 91, HAVANA.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

ready over 1,000 bales of Vuelta Abajo, Partido and Remedios at their warehouse, 144 Industria street.

Leonard Friend, of Friend & Co., New York, has been going carefully over our market, as well as traveling all over the country, and it may be truthfully said that he selected only goods which will meet with a ready sale, as he bought of the best vegas of Vuelta Abajo. Tumbadero and Remedios, and which he obtained at the right prices.

Muniz Hnos. & Co. closed out 300 bales of Vuelta Abajo and Remedios.

Emil Wedeles has been buying largely of choice, aromatic Vuelta Abajo vegas, which are bound to please the customers of the firm of Wedeles Bros., Chicago.

Suarez Hnos. sold 300 bales of Vuelta Abajo to local and Northern buyers.

H. Barron has selected some very fine Vuelta Abajo vegas for the factory of Barron Bros., Chicago.

Jorge & P. Castaneda turned over 250 bales of their fine Tumbadero packings.

Sobrinos de A. Gonzalez are selling tobaccos every day more or less, but, for reasons best known to themselves, they refused to state the exact amount today. It is no secret, however, that they have sold a fairly large quantity during the past eight days, and as the tobacco has been seen to be carted away, it is quite safe to say that they must have done an extensive business.

Fritz Lederer has been indefatigable in scouring the market, and he has increased the holdings of Heinrich Neuberger, Bremen, to a large extent, and getting the cream of what is to be had.

Antonio Suarez disposed of 250 bales of Vuelta Abajo and Partido to local and Northern buyers.

Garcia & Co. have been purchasing a few more vegas in the Vuelta Abajo during the late trip of Don Manuel Garcia to that section, and while the exact quantity is not known it is estimated that this firm has added from 1,000 to 1,500 bales more of the best vegas from the lowland section to their large holdings. While they are adverse to publishing any sales, your representative saw several hundred bales ready for shipment when he called.

Bruno Diaz & Co. closed out 200 bales of Vuelta Abajo and Partido.

A. Pazos & Co. have received 200 bales more from the Vuelta Abajo on account of the recent purchases made by their buyer, Don Ramon Rodriguez, which are all from the best lowland sections.

Jose F. Rocha turned over 200 bales of his Vuelta Abajo holdings to local factories.

Ernest Ellinger has been seen in the market registering several vegas of tobacco.

Rodriguez, Bautista & Co. sold 175 bales of all kinds of leaf.

Charles Blasco has been quite active buying tobacco for several of his customers.

Gonzalez, Benitez & Co. disposed of 150 bales of Vuelta Abajo, Partido and Remedios.

Bridat, Mont'ros & Co. have been purchasing over 1,000 bales during the last fortnight for their customers.

G. Salomon y Hnos. closed out 140 bales of their Vuelta Abajo holdings the past week.

Joaquin Hedesa has been obliged to take another warehouse in San Miguel street, No. 144, as his facilities for storing his tobacco at Escobar 102 were exhausted.

Rabell, Costa & Co. sold 115 bales of Vuelta Abajo and Partido last week.

Receipts From the Country

	Week Ending Aug. 6. Bales	Since Jan. 1. Bales
Vuelta Abajo	12,236	113,655
Semi Vuelta	806	6,936
Partido	2,618	37,196
Matanzas	2	185
S. Clara & Remedios	4,529	22,191
Santiago de Cuba	—	488
Total	20,161	180,651

Lancaster's Tobacco Budget

The 1903 Leaf Now has the Call—Death of a Former Tobacco Man—Notes of the General Trade.

Lancaster, Aug. 15, 1904.

Local packers report a continued inquiry for the 1903 tobacco, some of which has been sampled, and the work will progress even more rapidly in the next few weeks.

Anent the damage by hail last week, it is learned that its extent was even smaller than at first supposed, and was confined almost wholely to Rapho and Elizabeth townships, and in a streak between Brickerville in this county and Schaefferstown in Lebanon county, some tobacco fields were badly injured.

Some of the Havana tobacco has been cut and handed into the drying sheds, while the seed leaf is still making progress in the fields. In old goods there has been comparatively little dealing, as the stock is already so nearly sold out that much could not be expected, except possibly in 1901 goods.

Charles H. Welchans, formerly a prominent tobacco man, died last Sunday a week ago, after suffering for some months with a chronic stomach trouble which it is believed was aggravated by the heat. He was only 34 years of age, and born and raised in Lancaster. After leaving the Lancaster High School Mr. Welchans secured a position as clerk in the office of John D. Skiles, a leaf tobacco packer, and continued in that capacity for several years, at which time a partnership was formed between Mr.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deli. Trascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

64 SCHOENER. CABLE ADDRESS "TACHUELA"
J. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
109 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nesgh."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ELIOT SMITH
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Welchans and B. F. Good, another employe of Mr. Skiles, and who is also still in the business here, trading as B. F. Good & Co. After a period of one year this firm was dissolved, Mr. Welchans continuing under the firm of Chas. H. Welchans & Co., and Mr. Good entering the trade elsewhere, under the name of B. F. Good & Co. After conducting business in the name of Chas. H. Welchans & Co., for possibly two years, Mr. Welchans retired from the tobacco business entirely, but the business was continued by Mr. Skiles under the original name of J. D. Skiles, Mr. Skiles having retained a pecuniary interest in the firm of Chas. H. Welchans & Co. After retiring from the tobacco business Mr. Welchans entered the stock brokerage firm of W. S. Barnholt & Co. On the withdrawal from business of this latter firm, Mr. W. secured a position with F. A. Reiker, head of the Reiker Brewery, and later he became connected with the Red Mountain Railway, Mining & Smelting Co. and the Louisiana Land Company. He was also a popular secret society man, and a member of Lodge No. 43, F. and A. M., Royal Arch Chapter No. 43, Goodwin Council, No. 19, R. & S. M., Lancaster Commandary No. 13, K. T., and Rajah Temple, Mystic Shrine, of Reading. He is survived by a widow and one daughter.

C. S. Garman, of the Garman Cigar Co., of Denver, has caused the arrest of A. B. Cowan, on the charge of misrepresentation in a cigar deal. He was held under bail for trial at court.

A. D. Killheffer of the Eureka Cigar Factory, at Millersville, reports an abundance of orders for his leading brands, especially the May Prize, which has been very effectively advertised through New Jersey and other places, from which sections highly satisfactory results have been obtained.

A. W. Zug, of this city, has lately found an increased demand for his product, and will in the near future enter an active campaign for the fall trade, which he feels confident will be good.

York Sends Good Reports.

The Summer Season Shows Fair Business on the Better Class Goods.

York, Pa., Aug. 15, 1904.

The cigar trade throughout the county seems to continue to improve somewhat, especially in the better grades of goods. The manufacturers of very cheap goods are complaining of slow trade.

At Wrightsville S. R. Kocher & Son are quite busy, altogether on the better class of goods, however. Saml. C. Kocher, of this firm, recently returned from a pleasure trip for the benefit of his health, and says he was greatly benefited by it. He is again energetically at work as usual with him.

W. C. Jackson, of East Prospect, is having a good run of business on moderate priced goods. The stock accumulated during the earlier part of the season has been entirely sold out, and the factories (for he has two) are running on orders.

Harrison Fauth, at Delroy, is also working with a full force, and makes a specialty of what they call "Crooks," which he is shipping largely through New York State.

The Yorkana Cigar Co., at Yorkana, is getting out several new brands of goods which will be placed on the market in the early fall, and they are fairly well supplied with orders at present.

At Dallastown some of the manufacturers say they could comfortably handle a little more business than they have in hand. They don't seem at all discouraged, but on the contrary they feel fully confident of an early and good fall trade.

It is an assured fact that Dallastown will have a large new factory as soon as it can be erected, for which purpose contracts have been entered into and the ground secured, as stated in last week's letter.

Happenings in Reading.

Notes of Interest Among the Tobacco Men in the Capital of Old Berks.

Reading, Pa., Aug. 16, 1904.

J. W. Reiter & Co., leaf dealers at Cressman's, have enjoyed a fairly good season in both the leaf and cigar trade

J. J. Hillegass, a cigar box manufacturer of East Greenville, is at present visiting the World's Fair at St. Louis.

Geo. W. Lehr, proprietor of the Potentate factory, at 912 Penn street, recently made a canvas of his Pennsylvania trade and secured an agreeably good number of orders for some of his regular brands.

Blachman & Nagle have been well filled with orders for some time, and in fact have worked overtime on several occasions to meet the demands of their customers.

The Wm. G. Stuelke Co., of Quakertown, have practically completed plans for greatly advancing their business in the near future. At present the factory is very well filled with orders, but some new brands will be launched soon.

Mr. Weidman, of Weidman & Moyer, cigar box manufacturers, and W. D. Filbert, cigar manufacturer, of Womelsdorf, accompanied by several other gentlemen, are taking their thirteenth annual camping vacation. They are this year located on the banks of the north branch of the Susquehanna river, above Wilkesbarre.

Meister Nagle, a member of the N. & N. Cigar Co., on North Eighth street, was severely burned by a gas explosion which occurred in their factory last week. He went to the ceilar with a lighted candle and was turning off a stop cock when the head blew out, and the escaping gas caused an explosion.

Early last week this section was visited by one of the severest thunder and hail storms that has been experienced for years. Of course no particular injury was done to Berks county tobacco crop, because in the first place there is comparatively little tobacco raised in this county, and what is being raised was well out of the storm's path.

TOBACCO NEWS OF GREATER NEW YORK

The presence of a larger number of out of town buyers in our leaf market for the past ten days has had somewhat of a booming effect, although no record breaking business was done. It is argued that their advent is a little early this year, as sampling has not yet progressed sufficiently far in many lines to enable visitors to make selections. It has, however, resulted in increased trading in New England tobaccos, the Ohio and Winconsin not having been sampled as yet. Many houses are now awaiting the arrival of additional samples, and it is confidently expected that by the end of this week there will be an active market in domestic goods. The Sumatra market has been fair for the week, and in Havana there is also a steady revival.

There is no appreciably increased activity in the cigar industry of this city, although orders are coming in moderately well and better than they have been during the several preceding months. In fact, a much heavier business than is being realized was not to be expected at this time of the year, indicating a rather encouraging state of affairs in that branch of the industry.

Officers of the New York Leaf Tobacco Board of Trade are naturally pleased with the final result of their action brought in the case of the Floradora contest matter, in which Judge Cullen of the New York Court of Appeals reversed the decision of the Appelate Division, which affirmed the Special Term order, declaring that the action was in violation of the lottery laws. Judge Cullen's views were expressed partly as follows:

"Doubtless the purpose of the company in establishing the system of competition for prizes detailed in the advertisement was to increase the sale of its cigars. For that purpose it was justified in using any innocent or legal means to attract customers, and even the Legislature could not, under the guise of enacting a police regulation, interfere with its liberty. But the prohibition and regulation of gambling in all forms and lottery of every description are unquestionably valid exercise of legislative power and if the scheme established by the advertiser was in effect a lottery, the fact that the dominant purpose was merely to increase the advertiser's business does not save it from condemnation.

"If we examine the plan for distribution advertised, the number and character of the persons who were invited to compete for the distribution, as well as the event by which the distribution was to be determined, we think it perfectly clear that the dominant and controlling factor in the award of the prizes was chance."

The principal defence was that the competition was a test of expert knowledge, but the court holds that this position is untenable, concluding as follows:

"It was not desired to obtain estimates from those qualified for the work by experience and judgment and thus make it a contest of skill and knowledge; on the contrary, it was sought to eliminate as far as practicable the elements of knowledge and judgment, and by giving the general statistics on the subject make the contest as fair a gamble for the advertiser's customers as was possible. We think the distribution of prizes in this case is controlled by chance within the meaning of the statute, and that, therefore, it was illegal. The scheme certainly falls far within the requisites of a lottery as defined by the Supreme Court of the United States in the public clearing house case under a statute very similar to our own."

He held that the guessing contest contained the elements of chance, and that it therefore came under the statutory definition of a lottery. The defendant could now be called for examination or trial upon the complaint on which he was originally placed under technical arrest, but as was stated by one of the officials of the local board, it is not the intention to prosecute the case any further, providing the act is not repeated.

• • •

M. Nussbaum, a stockholder in the United Dealers' Cigar and Tobacco Co., of which Jacob Horwitz is President and the predominating factor, has sued that official, and the company, alleging misrepresentation in connection with the formation of that company, and seeking to recover $50 paid for ten shares of stock. This action is said to have precipated further trouble in the ranks of the company, and in consequence another of its directors has resigned. Mr. Horwitz, however, declares that some dissatisfaction has been brewing and that when it shall have been eliminated the affairs of the company will go along uninterruptedly, and said he was laying plans for an active campaign to be commenced as soon as general trade conditions are a little more favorable.

• • •

John Staun, a leaf tobacco dealer, and M. Eisenbise, a leaf tobacco broker, of Cincinnati, joined the ranks of the visitors in Gotham early on Tuesday.

• • •

E. Cranz, of the wellknown Sumatra importing firm of F. & E. Cranz, arrived in New York from Amsterdam last week, and has been cordially greeted by a host of friends. It is expected that he will permanently make his headquarters in New York.

• • •

The employes of the United Cigar Stores Co. held an outing last Sunday, at Dewitt's Grove, Gleason Point, and indulged in a most enjoyable program of sports, etc. H. Kingsmore, T. J. Mahon, John Brucker, A. Lamont and A. J. Doud composed the committee having the outing in charge, and are being congratulated upon the successful manner in which it was conducted.

• • •

The plant of the Egyptian Amasis Cigarette Co., at 3 Burling Slip, was badly damaged by fire last week, but preparations have been made for a prompt resumption of business.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STEIN, Lancaster, Pa.

WANTED—Situation by an all around man in a cigar factory as foreman; Pennsylvania preferred; best of reference. Address FOREMAN, Box 131, care Tobacco World. 1t

PACKER FOREMAN, fifteen years experience, wishes position. Best of reference. Box 132, care of The Tobacco World, Phila. 8-3-3t

Philadelphia Tobacco Trade.

EXHIBITORS WANT POSITIONS AT THE TOBACCO EXPOSITION.

President J. E. Tuck, of the Retail Cigar and Tobacco Dealers' Association, has returned to this city after a week's stay at Atlantic City. He reports that quite a number of communications have already been received from prospective exhibitors at the Tobacco Exposition which will be held in Philadelphia beginning October 17. He expressed the opinion that the number of applications will likely exceed the list of spaces to be allotted the exhibitors. If this should be the case, a hall large enough to accommodate all the exhibitors will be engaged. The calculation made thus far by the committee on exhibition provides for 10,000 square feet of floor space for 100 exhibitors.

With Manufacturers and Jobbers.

Mr. Roy Valentine, of A. S. Valentine & Son, goes to Cuba this fall to purchase a large quantity of Havana tobacco

George Valentine has had a rather severe attack of illness during the past two weeks. After the first attack in this city, he took a trip to New York, where he again became ill. On his return to this city he was obliged to take a rest for several days. The Valentines expect a visit from a few of their large Western distributors this week. While here the Western cigarmen will be their guests. Mr. Marsden, the Atlantic City handler of Valentines' cigars, reports a good business despite the prevailing dull season at the seashore. The Key West factory has again been increased in size, and is succeeding beyond expectations.

S. W. Levine, representing the Vicente Portuondo Cigar Manufacturing Company of this city, started from New York on an extensive Western trip during the week. Harry Jacoby, another representative of the company, is now in California. T. R. Goodwin, who was manager under Vicente Portuondo for the old concern before its recent reorganization and incorporation, is now representative for Maine and Massachusetts. He has found a good trade in that section and is sending in plenty of orders. Business continues to be very good with the Vicente Portuondo Cigar Manufacturing Company.

H. B. Grauley, cigar manufacturer, found it necessary during the past week to put on fifty more cigarmakers at the Souderton factory, in consequence of an unusually busy season. The Golden Rule and the Lord Caspar are the principal cigars made at that factory. The former is Mr. Grauley's leading five cent cigar and besides commanding a good city trade, is largely sought after by other cities. All of the old stock has been sold out, and, to catch up with the orders, the increased force of cigarmakers became necessary. The Lord Caspar is a comparatively new cigar, scarcely six months old. It has scored a great success. The Orange Flower is Mr. Grauley's principal success in the West.

In September Bayuk Bros. Cigar Company will send two hustling salesmen out on the road—one in the South and the other in the West. At preseent the Bayuk factory is keeping pace with orders and the management says it is satisfied to have a breathing spell before the fall trade starts in. The factory is well equipped for a rush of business, having double the number of hands it had this time last year.

Among the visitors to the jobbing trade in this city during the week were: V. Guerra, of Guerra, Diaz & Co., and their representative, Thomas E. Bowen; W. T. Taylor, of the Anglo-Egyptian Cigarette Company and representing the Romeo y Juliet and Punch cigars; Lee Weiss, representing the West Indies Company; Mr. Cameron, of the Waldorf-Astoria Segar Company, New York, and Mr. Mason, representing the Porto Rico branch of the American Cigar Company.

Fleck & Co.'s store, at Fourth and Sansom streets, is putting out quite a quantity of La Remedios, Encore and Kovana cigars. The high grade goods handled are Pedro Murias y Ca's imported, and Manuel Garcia's Alonzo cigars.

J. H. Haydes, of the Juan F. Portuondo Cigar Manufacturing Company, took a brief vacation at Atlantic City.

Secretary Sig. C. Mayer, of Morris D. Neumann & Co., took a short trip to the South. Morris D. Neumann has returned from his Western trip much pleased with the business outlook.

T. B. Berry, President of the Berry-Suhling Tobacco Company, at Bedford City, Va., was in this city during the past week.

J. Gonzales, of Twenty-fourth and Callowhill streets, is manufacturing a fine line of handmade cigars, for which there is constant call from his customers in the neighborhood.

J. Harvey McHenry, with Arthur Hagen & Co., has returned from a vacation trip into the country.

Leaf Dealers' Jottings.

The leaf tobacco houses of the city reported, with few exceptions, an unusually dull week. Busuiness at times seemed to be at a stand still, the monotony being relieved by an occasional order. "Holidays" and "dog days" were reasons advanced for the calm, but many are confident that the fall trade is not far distant.

L. P. Kimmig & Co. were an exception to the rule. Business there was reported to be steady and good. Orders were fair, some amounting to fifty case lots in different tobaccos. The 1902 crop continues to be their best seller. Salesman Konnold is out through the State and is sending in his regular orders.

Benjamin Labe, of B. Labe & Sons, may not return from Europe this year, as was recently announced. Unless he is soon heard from the conclusion will be reached that he intends to stay until the Amsterdam inscriptions begin early in September, and continue making heavy purchases of Sumatra. Should he arrive in Philadelphia this month, it is likely he would soon embark again for Europe, after a brief visit to his relatives.

John R. Young, of Young & Newman, leaf dealers, returned this week from his vacation trip to South Worthington, Massachusetts.

E. A. Calves & Co. report a fair business. Salesman Mantinez is doing well up the State; Meyers is in Boston, while Mr. Hirschey finds a fair trade in Baltimore and vicinity.

John Staun, a well known leaf tobacco dealer of Cincinnati, accompanied by broker M. Eisenbise, also of Cincinnati, were visitors in the Philadelphia leaf market this week.

M. Rosenberg & Co. find business fair for this time of the year, and say they have no reason to complain.

Charles Robinson, with the Amsterdam

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

IF IT'S MADE OF TOBACCO,
WE CAN MAKE IT.

Keystone Tobacco Company

READING, PA.

Manufacturers of

Chewing and Smoking Tobacco

We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Sumatra Company, has again taken to the road, and is doing well in Lebanon county. The Amsterdam Co. find a little dullness in their local retail trade.

The prevailing dullness has not greatly affected Hipple Bros., leaf dealers. There it was reported that both the wholeseale and retail departments were doing a steady, satisfactory business.

A. E. Hertzog, bookkeeper for F. Eckerson & Co., has gone to the State of Maine, on a vacation trip.

D. Pareira, of D. Pareira & Co., was up through the State during the week, after new business. This firm has opened twenty cases of various tobaccos for the accommodation of their retail trade, which is increasing. They are looking for an experienced city salesman.

Among the Retail Trade.

Hancock & Adams have been making a big specialty of the Ponciolo cigars.

The Burton cigar is the principal smoke now displayed at the store of A. C. Burton & Co., Sixth street near Chestnut.

William F. Frantz, of Ninth and Walnut streets, has a striking window display of Senator and Ninth and Walnut cigars.

Vanaman's cigar store, on Sixth street near Chestnut, is making a special drive in the Hoffman House cigars.

Hillier's North Eighth street store finds a steady demand for the Flor de Milton, Henry Clay and Marie Jansen cigars.

J. E. Schermerhorn, on Race street above Seventh, has a big window display of the Bachelor cigars exclusively.

Henry Langsdorf, the dealer on Fifth street below Market, finds a good demand for the Flor de Especial cigars of Roig & Langsdorf.

Charles G. Artzt, the South Fourth street dealer, is back from his month's stay at Long Branch, and is much improved in general health.

Yahn & McDonnell have been making a fine window display of the Beaconfield's Reciprocity imported cigars made by S. Alvarez.

Morris' neat little store and factory on Ninth street above Callowhill, is making a special showing of Key West National and Little Duke cigars.

The Cuba Leaf, Gold Standard and La Blanda cigars are being pushed forward by J. E. Fisher, manufacturing retailer, Seventh street above Cherry.

The Lafayette Cigar Store, on Chestnut street above Broad, is making a specialty of the La Turina cigars, in thirty different sizes.

D. L. Leahy, the Eighth and Sansom streets dealer, has his tall bulk windows filled with La Florida, Cremo, Cornelius and La Vira cigars.

S. Scharf, manufacturing retailer at Eighth and and Green streets, is putting out quite a quantity of La Saboro, Mendoza and El Premier high grade cigars.

Walter H. Lazar, the retailer on Chestnut street above Ninth, is displaying a fine looking stock of El Trado, Stupenda, El Contesto, Statesman and El Pelicano cigars.

Samuel Thompson, with E. Corson, who handles Gumpert Bros' cigars in Scranton, Pa., was in town last week. Mr. Thompson was on his way to Atlantic City.

Ochsman & Co., of Spring Garden street near Eighth, are making a window display of the Union Standard cigars. Ochsman's "34" cigar is probably their leading seller.

C. R. Jones & Co., of Sixth and Cuthbert streets, have in a large and fine stock of Gold Band and Great Combine cigars, of which they are making a special window display.

C. J. Wogan, of Tenth street above Chestnut, is making a display of his own Penn Club Bouquet cigars. He also handles the Hunter cigar, the leader of the El Draco Cigar Manufacturing Co.

The A-Like cigars, of J. Bayuk, Sixth and Walnut streets, have proved to be a winning card, with their attractive label of three little girls. The Jeffersonian continues in fair demand.

Haug's Smokery, on Ninth street above Market, continues to be the rendezvous of merchants, salesmen and others wishing a good smoke. At present Mr Haug is displaying the Three Martys, (Presidents), American Orator, Haug's Corner and Penn City Cigars. His Saturday special is the Once-A-Week cigar

Louis Blase, whose attractive store is on Ninth street, near Callowhill, is making a special feature of the Borsa and Comercio Raporta cigars, the latter an old favorite. A combination picture card showing a pair of lovers behind a big umbrella at the seashore and labeled "Stop Thinking" is given away with each purchase.

WILLIAMS CO. SCORES VICTORY.

Judge Endicott, of Camden, refused to allow an inspection of the books of the L. F. Williams Company, cigar manufacturers. The suit was entered by William C. Colgan, a stockholder, who claimed that the company had failed to pay a dividend. The court held that the tes-

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR. }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade.
Correspondence solicited.
Samples on application.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — Marietta, Pa. — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

timony of the defendants, who claimed that no profits had yet been yielded, was sufficient explanation for the failure to pay dividends, and dismissed the suit.

Trade-Mark Register.

THE PANAMA. 14,531
For cigars. Registered August 4, 1904, at 9 a m, by S. S. Flinchbaugh, York, Pa. (Re-registration)

FATHER GEORGE. 14,532
For cigars, cigarettes and tobacco. Registered Aug. 4, 1904, at 9 a m, by H. J. Wolf, Terre Hill, Pa.

THE FIVE B'S. 14,533
For cigars. Registered August 6, 1904, at 9 a m, by H. E. Burger, Allentown, Pa.

KING LION CROOKS. 14,534
For cigars. Registered August 8, 1904, at 9 a m, by H. L. Strobeck, Red Lion, Pa.

WOGGLE BUG. 14,535
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 10, 1904, at 2 p m, by J. Frank Baum, Philadelphia, Pa.

HEAH TOO. 14,536
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 10, 1904, at 2 p m, by the United News Co., Philadelphia, Pa.

POP FLY. 15,537
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 10, 1904, at 2 p m, by the United News Co., Philadelphia, Pa.

LLAMA. 14,538
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 10, 1904, at 2 p m, by the United News Co., Philadelphia, Pa.

VERIBEST. 14,539
For chewing and smoking tobacco. Registered Aug. 10, 1904, at 2 p m, by T. F. Fitzgerald, Philadelphia, Pa. (By transfer from J. Young, Philadelphia, Pa.)

WELL-MAID. 14,540
For cigars. Registered August 10, 1904, at 2 p m, by G. H. Sachs, Lancaster, Pa.

MYSTIC WORKERS 14,541
For cigars. Registered August 10, 1904, at 2 p m, by G. H. Sachs, Lancaster, Pa.

SEARCHES.

Admiral Togo, Rexall, The Ardmore, Regal, Repeat, Patrick Henry, I. X. L., Non-Xll, Phoenix, Old Girls, Our Nation, Seventy-six.

—The cigar factory of Anton Cimbollek, at Bangor, Me., was recently damaged by fire to the extent of several hundred dollars.

UNITED CIGAR Manufacturers
BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*
1014-1020 Second Ave., NEW YORK.

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

Combination SCRAP --Filler--
We Make Them for 6, 7½, 9, 10 and 12 cents.
J. L. METZGER Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons.
Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!
Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

CLEVELAND'S CIGARETTE CRUSADE

Assistant County Prosecutor Snider, of Cleveland, O., has entered upon a vigorous crusade against cigarette selling to minors. Although he has worked industriously for a month past, he has thus far not been able to discover anyone guilty of the "terrible crime." Speaking of the matter recently, he said:

"The thing to do, of course, is to find the men who sell these cigarettes to the boys. They are the guilty ones, and they ought to be punished. It is very hard, however, to discover these offenders. The boys whom you find on the streets smoking these cigarettes, will not tell how they procured them. Usually they will say that they did not buy them anywhere, but that they were given to them by some man. In order to procure a conviction in a case of cigarette selling to minors it is practically necessary to catch the dealer in the act. There are a number of dealers in town who are very shrewd in this matter. They sell the cigarettes to some young man who comes in the store and buys several boxes of them. He then takes them outside and gives them to the young boys waiting outside, who have already entrusted to him the moneg with which he makes the purchase. Although, as I have said, it is difficult to catch guilty dealers in the act, those who are violating the law will be punished, for we intend to follow up this matter. Selling cigarettes to minors is a terrible crime, and it must be stopped."

CONTINENTAL'S NEW PLANTS.

The Maysville (Ky.) Warehouse Co. is erecting buildings on the line of the Chesapeake and Ohio, at Maysville, at a cost of $50,000. The plant has been leased to the Continental Tobacco Co., but its intended use has not been stated. It is estimated that it will take over $25,000 to equip it after the buildings are completed. The buildings are to be nearly 500 feet long, about 250 feet wide.

The Continental Tobacco Co. will build a new $25,000 warehouse at 31st and Walnut streets, Louisville, Ky. The plans were completed and the contract let last week by C. E. Halliwell, Vice President; R. B. Dual and R. K. Smith, of New York, who were in Louisville for that purpose. The work will begin at once, and the house will be in readiness to receive the fall crop of the Kentucky fields. The warehouse will be four stories high, and the ground on which it will be built is already owned by the Continental. The house will measure 91 by 364 feet, costing about $25,000.

DAMAGE APPRAISED AT $4,000.

All the damaged tobacco in the recent fire at L. B. Carle & Son's warehouse at Janesville, Wis., has been taken over by the insurance companies, who will settle with the firm, at the appraised value fixed by the adjusters—something over $4,000. The insurance companies will then attempt to realize something from the salvage, leaving the Carles nothing but clean stock and their loss fully indemnified.

PATENTS RELATING to TOBACCO, Etc

767,265 Tobacco pipe; Leopold Demuth, New York, N. Y.

766,946 Cigar or cigarette holder; Issachar A. Heald, Washington, D. C.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.
C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢
5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
Metal printed Labels
SOUDERTON, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

TRUSTEES ORDERED TO SELL.

Decree of Court in Universal Tobacco Company Case.

New York, Aug. 15.—Attorney General Robert H. McCarter, of New Jersey, as counsel for the Universal Tobacco Co., made an application to Vice-Chancellor Stevenson in Jersey City today for an order directing the sale of the assets of the company. The petition presented by Mr. McCarter was signed by the trustees who were appointed by the court to formulate a plan for the dissolution of the company.

The Court ordered that the sale should take place ten days after the date of sending out the notices, and said that in the order he would make he would direct that the sale be by separate lots and that the Commonwealth Tobacco Co. should stipulate that the sale should be absolute.

The Commonwealth Company has been closely identified with the Universal Company. The Universal Company's assets include plants in New York and Richmond. Va.

TRADE NOTES.

—Louis Dingler has purchased the interest of John Graham in the Graham & Seise cigar business at Owosso. Mich.

—The Roscoe Co-Operative Cigar Co., Roscoe, N. Y., was incorporated with a capital of $500, by Benj. Briggs, H. W. Berringer, and W. Keener, all of Roscoe.

—P. A. Lowre, proprietor of the Tammany Hall Cigar Store, at Grand Forks, N. D., is entering the wholesale jobbing business in cigars, in addition to his retail business.

—The Alexander Gordon Cigar Co., of Detroit, Mich., has won a complete victory over 300 employes who went on strike some days ago, and operations have been resumed.

—R. E. Griffith, of the tobacco firm of Griffith & Sherrill, Mayfield, Ky., died on the 8th inst., after an illness of three weeks. He was one of the leading business men of the town.

—The White-Morgan Co., of Greensboro, N. C., was incorporated with a capital of $25,000, by J. H. Whitte, E. S. Morgan and W. S. Bennett, to do a general tobacco business.

—The Trawick-James Tobacco Co., of Nashville, Tenn., has been chartered by Arch. Trawick, E. R. Rockwell, A. D. Sloan, Guy Hall and J. D. Luton. The capital stock is $150,000.

—L. Kronick, who has been operating a cigar and fruit stand at Fifth and Douglass streets, Sioux City, Ia., has turned over his stock of goods to Palmer & Co., to satisfy a claim against him.

—The Kautrowitz Cigar Co., Leavenworth, Kans., is making a specialty of the Prima Lucia clear Havana cigar, made by the El Arte Cigar Co., Tampa. They do both a jobbing and retail trade.

—The Lavaca County Tobacco Co., at Halletsville, Tex., has decided to incorporate with a capital of $20,000. C. J. Hudgins will remain as superintendent of the farm and of the cigar factory operated in connection therewith.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

The Reason
"STAR"
STOGIES
SATISFY

the 10 cent smoker is that the tobacco used in their manufacture is as carefullly blended as that used in high grade cigars.

The saving is in cost of making. You are going to burn it anyway—why pay five times as much simply for appearance.

To verify the truth of this reasoning will only cost you Ten Cents and may save you many dollars.

Cigars of the same quality vary in price as much as ten cents apiece, owing to the difference in finish.

"STAR" STOGIES

cost more than other stogies because they are made of better tobacco; they cost less than ten cent cigars because of the difference in appearance.

It's Expensive to Smoke with the Eye

Manufactured by AMERICAN STOGIE CO., Pittsburgh, Pa.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"Q--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Several of the farmers in this vicinity have begun cutting. O. Belden & Sons have cut 4½ acres. A good many more will begin this week, R. M. Swift being one of the number. He has about twelve acres of as fine tobacco as is generally seen at this time of the season. The Crafts Brothers will probably begin cutting about Aug. 12-15. They have 10½ acres that are fully up to the average. The warm weather of the past ten days has hastened the ripening of the crop and it will mature one week in advance of ordinary seasons. But I hope that the growers will not be in a hurry to commence cutting until the crop is well ripened. You have a fine crop; don't spoil it by cutting green, just because some of your neighbors have begun to harvest.

Our correspondents write:

Wethersfield, Ct.: "The tobacco here is looking fine, it being a dark green with very few calico plants, and having spread out well before topping out, will make a very large leaf. Very little damage from green worms or grasshoppers. The earliest tobacco will be ready to cut by the last of the week; the late will be topped this week."

East Whately, Mass.: "Tobacco is looking fine. The plants are broad and well set and making a large growth, and if no hail or heavy wind visits it the crop will be large."

North Hatfield, Mass.: "Tobacco has made a phenomenal growth within the past two weeks and bids fair to be the largest and heaviest crop for the last ten years. There are a few low places here and there where the water did some damage, but the plants are now doing well where it was not killed out."

L. M. Crump, Chicago: "After a ten-days trip through the tobacco fields of the Connecticut valley, I conclude that the prospects indicate a good crop. The acreage is nearly an average one. The plants have grown well and have a vigorous appearance. Hailstorms have worked great damage, but only in limited localities."

East Hartford, Ct.: "The hailstorm of Monday morning is reported to have caused very serious damage in the middle Connecticut valley around Springfield. Loss in Westfield, Southwick, Agawam, Longwood, etc., is placed at $100,000 to $150,000. Hundreds of acres were laid low and in most cases the leaves filled full of holes by hailstones. Much of the crop is reported so badly injured that the growers will plow it under. Fortunately, the path of the storm was only about two miles wide, and the damage, although very severe, was confined to a small area."—American Cultivator.

EDGERTON, WIS.

There is a little riding in the country districts and a picking away at the remnants of cased goods remaining in first hands, otherwise the local tobacco markets are extremely quiet. The following sales have come to notice since last report:

McComb Bros., 63cs '02 at 8c.
O. A. Thoreson, 51cs '01 at 8¼, 5 and 2c.
Mrs. O. P. Saunders, 32cs '01 at 8 and 2c.
A. Johnson, 42cs '01 at 7 and 2c.
Ole Anderson, 23cs '01 at 9c.

The drouth over the southern growing sections was broken Tuesday by a copious rain, and if followed by warm weather there is yet hope that the medium set fields will develop good tobacco. A late fall will be necessary to complete anything like a satisfactory crop. Tobacco is such a recuperative plant and matures so rapidly under favorable weather there is no telling at this date what the harvest will yet be. The situation is much more encouraging at this writing.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market opened with more snap than at any time this season, with more orders on the market, which virtually shut out buyers at the recent low prices by ¼ to ½c. The situation looks stronger; stocks are light, and prospects are not over 60 per cent. estimated. Loose floor sales are better: Lugs, 2½ to 3¾c; Leaf, 3½ to 7½c.

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¾c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6¾c; Good, 6¾ to 8½c; Fine Wrappers and Selections, 8 to 12½c.

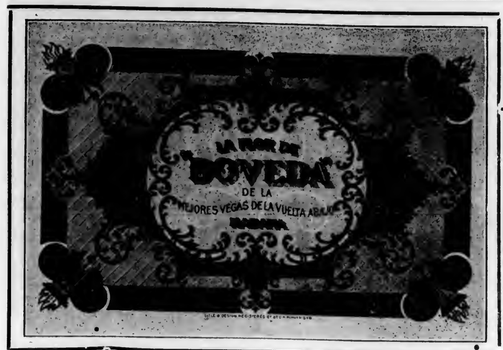
Virginia buyers are on the market, and find the style well suited for manufacturing plug, twist and smoking.

The weather is dry and windy, and the crop is standing still.

Receipts for the week, 480 hhds; sales, 427 hhds.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts are falling off, and were for the week 594 hhds; offerings on the



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited. York, Pa.

Boveda, Lord Playfair,
All Havana. Seed and Havana.
Nat Wills, Montello,
Five Cent Leaders.
Samples to Responsible Houses.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, Matthew Carey.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY, No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

breaks, 488 hhds; public and private sales, 552 hhds.

There was no improvement in the quality of the offerings. The market was active with an advance of ¼c on Lugs from Medium to Low. Prices were stronger on Leaf from Low Medium to Low Leaf. Shipments go out freely, and stocks will probably show reduction at end of the month.

No serious complaints are made about the crop in the field, which on the whole may be considered as doing well. But little damage has been done by worms so far, but this is the month when they are most to be feared.

QUOTATIONS:

Low Lugs	$3.00 to $3.25
Common Lugs	3.25 to 3.50
Medium Lugs	3.50 to 4.00
Good Lugs	4.00 to 4.50
Low Leaf	4.25 to 4.75
Common Leaf	5.00 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.50
Fine Leaf	10.00 to 12.00

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Aug. 13, 1904.

Bremen—Knauth, Nachod & Kuhne, 55 bales tobacco.

Havana—W. R. Grace & Co., 1 case cigarettes, etc.; Jas. E. Ward & Co., 314 cases cigars and cigarettes, 6 barrels do., 180 trunks cigarettes.

London—Order, 10 cases tobacco.

Liverpool—Manhattan Briar Pipe Co., 1 case smokers' articles.

Vera Cruz—A. S. Lascelles & Co., 1 case cigars; Jas. E. Ward & Co., 336 bales tobacco, 39 cases cigars, 13 cases cigarettes.

SUMATRA TOBACCO.

Str. Noordam, arrived Aug. 8.
(288 bales; 11 cases.)

Pretzfeld & Co.	117 bales
Rothschild & Bro.	62 "
H. Duys & Co.	40 "
A. Blumlein & Co.	20 "
S. Rossin & Sons	20 "
E. Spingarn & Co.	19 "
M. Jacoby & Son	10 "
Order	7 cases
A. Blumlein & Co.	4 "

HAVANA TOBACCO

Str. Mexico, arrived Aug. 9:
(1,735 bales; 17 bbls; 1 case.)

Jas. E. Ward & Co.	937 bales
A. Murphy & Co.	226 "
F. Miranda & Co.	152 "
Order	150 "
Robert E. Lane	70 "
M. Perez & Co	52 "
M. S. Arrue	28 "
I. Bijur & Son	26 "
Hinsdale Smith & Co.	24 "
John Leopold & Son	24 "
Leonard Friedman & Co.	20 "
Hamburger Bros. & Co.	17 "
R. M. Blake & Co.	6 "
Calixto Lopez & Co.	3 "
E. Regensburg & Sons	17 bbls.
J. E. Ward & Co.	1 case

Str. Monterey, arrived Aug. 13:
(859 bales.)

J. E. Ward & Co.	754 bales
Leonard Friedman & Co.	48 "
Fred Rosenfield	44 "
American Cigar Co.	13 "

HAVANA CIGARS.

Str. Mexico, arrived Aug. 9:
(274 cases.)

Havana Tobacco Co.	218 cases
Park & Tilford	20 "
G. S. Nicholas	15 "
Waldorf Astoria Segar Co.	6 "
Victor Lopez	6 "
L. J. Spence	3 "
Calixto Lopez & Co.	3 "
Canadian Pacific R. R. Co.,	2 "
Hugh Kelly	1 case

Str. Monterey, arrived Aug. 13:
(15 cases.)

Jas. E. Ward & Co.	9 cases
National Cuba Co.	3 "
R. H. Macy & Co.	2 "
M. D. Aldoa	1 case

—The Holly Cigar Co., composed of M. White and Seymour Arnold, has opened a cigar factory at Holly, Mich.

—Clithero Bros' cigar factory, Grove City, Pa., was destroyed by fire last week. The loss is estimated at $5,000, partially insured.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID CHASE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Van Arnold's 5c & 5 Tobacco Cipher.
Hopkinsville, Ky.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Arkansas

Argenta Station—M. C. Reinsch, cigar manufacturer, sold out.——Wetzel Bros., cigar manufacturers, chattel mtge., $511.

Little Rock—F. E. McCoy, cigars, sold out.

California

San Luis Obispo—C. S. McCormick, cigars, meeting of creditors.

Connecticut

Bridgeport—Isaac Gilman, et ux, cigars, real estate mortgage, $1,500.——D. D. Smith, cigars and tobacco, real estate mortgage, $4,500.

Danbury—M. Simon, cigar manufacturer, discontinued.

Indiana

Auburn—John Koons, cigar manufacturer, chattel mortgage, $150.

Indianapolis—P. M. Murray, cigars, warranty deed, $1.

Maryland

Baltimore—Neudecker Tobacco Co., deeded real estate, consideration $10, etc.

Massachusetts

Springfield—H. K. Davis, cigars, attached, $300.——R. E. Ludden, cigars, etc., petition in bankruptcy.

New York

New York City—Kaltman Co., cigars, damaged by fire.——Henry Leonard, cigars, petition in bankruptcy.

Oregon

Portland—H. A. Howard, cigar manufacturer, chattel mortgage, $533.——Lewis & Clark Cigar Co. sold out to H. A. Howard.

Pennsylvania

Sunbury—J. F. Haas, cigars, judgment, $325.

Uniontown—D. H. Knight, cigars, in sheriff's possession.

South Dakota

Wessington Springs—N. M. Sears, cigars, sold out.

Tennessee

Nashville—Sloan-Trawick Tobacco Co., succeeded by Trawick James Tobacco Co.

Texas

Dallas—I. S. Kaufman & Co., cigars and tobacco, bill of sale to Winfield & Griswell, consideration, $250.

Sherman—T. D. Newcomb, cigars, sold to C. H. Moody.

Utah

Park City—C. E. Emery, cigars, etc., sold to J. B. Bushnell.

Wisconsin

Oshkosh—Aug. Guenther, cigar manufacturer, real estate mortgage, $2,200.——Geo. W. Oaks, cigar manufacturer, real estate mortgage, $300.

Racine—O. E. Jussen, cigar manufacturer, out of business.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

PATENTS
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MANUFACTURED BY
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WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
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H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS ENGRAVING EMBOSSING

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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PRINTERS OF ARTISTIC CIGAR LABELS
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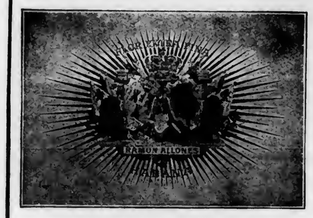
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Rabell, Costa, Vales & Company



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Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
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147 Water St., New York.

Factories: 26 and 517

L. E. Ryder,

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Manufacturer of

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For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

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Established 1883. **Akron, Pa.** Telephone Connection.

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Maker of **High Grade CIGARS** All Fine Work

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Among Our Sock of Nearly

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Old and New

SUMATRA TOBACCOS

You Are Sure to Find
Suitable Tobaccos
For Your Wants.

Prices Always the Lowest.

H. DUYS & CO.

No. 170 Water Street,

NEW YORK CITY.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

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SMOKE VETTERLEIN BRO'S SABOROSO PHILADELPHIA CIGARS PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
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114 N. 7th St. Philadelphia

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

As Clean as the food you eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Ohlinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

Reserved.

NAPOLEON 5¢ CIGAR
CHANNING ALLEN & CO
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA
Factory No. 909. Bell Telephone 4886-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

Factory 1839.

Pathfinder
THOMAS J. HUNT NOTARY PUBLIC PHILADELPHIA PA.
SOLD UNDER A BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 Incorporated 1902

THE TOBACCO WORLD

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Duty Reduction Opposed.

AT THE MEETING of the New England Tobacco Growers' Association, held at Springfield, on the 13th inst., a committee was appointed to draft a resolution to Congress protesting against the proposed reduction in the duties now imposed on imports from the Philippines.

—:o:—

To Prohibit Manufacture and Sale of Cigarettes.

MISS LUCY PAGE GASTON recently returned to Chicago after a short rest at the Battle Creek, Mich., Sanitarium, and is now preparing for a more vigorous crusade against the manufacture and sale of cigarettes than ever before, not only in Illinois, but in the states of Indiana, Ohio, Tennessee and Kentucky.

During September and October she will canvas Illinois in company with Mrs. Femetta Sargent Haskell. After covering this state they will go to Indiana, Ohio, Tennessee, and Kentucky, returning to Illinois at the time of the next Legislature, when they will endeavor to have enacted a bill prohibiting both the sale and manufacture of cigarettes in the state.

—:o:—

No Tobacco for Convicts.

CAUGHT SMUGGLING tobacco into the Montgomery County prison at Norristown, Pa., by enclosing it in a stocking and throwing it over the high jail wall to the prisoners, Philip Farley, of Jenkintown, was fined $100 by Burgess Bean, in default of which he will spend three months in jail.

Farley had been released from prison only a few hours, after serving 30 days on the commitment of a Jenkintown Magistrate. To punish him for the breach of peace, which he considered a kindly act, the Burgess resurrected a Blue Law, providing for the heavy fine. The prison rules forbid the use of tobacco in any form, and Warden Gotwals has been much annoyed lately by prisoners being furnished tobacco in this way.

—:o:—

The Austrian Tobacco Monopoly.

THE TOBACCO MONOPOLY yielded the Austrian Government the enormous net profit of $27,000,000 in 1902. Of the 40,445 persons employed, 35,824 were females; the number of factories was 30. The average wages of the male employes were only $2.80 a week; of the females, $2.08. Since 1875 the number of cigarette smokers has increased enormously, while of snuff takers there are only one-third as many now.

—:o:—

The Connecticut Crop.

TOBACCO GROWERS in the Connecticut belt assert that, barring any misfortune, such as further injury by hail, etc., their crop this year promises to be the best grown in twenty-five years.

Harvesting has already begun, and some prospective buyers are making preliminary inspections of the crop, and they are said to have agreed with the growers that indications at present are most favorable to producing an excellent crop.

The Business Enterprise of George W. Parr

THE SUBJECT of this sketch is undoubtedly one of the best known cigar manufacturers in Adams county, and his enterprise is one of the principal industries of Littlestown, where he has been operating for many years, affording employment to about one hundred people.

It is only recently that a new factory building was erected in order to more promptly meet the demand for his product, which has been steadily increasing from the beginning of the business. The new building, built of frame, is 80 by 32 feet in dimensions and contains three floors and basement, which are provided throughout with all facilities possibly obtainable, and from a hygenic standpoint it is regarded as a model establishment.

Mr. Parr is exclusively a wholesale manufacturer, making shipments only to the wholesale and jobbing trade. His product is very largely in the line of five cent goods, for which he has secured an enviable reputation. His personal attention is constantly given to all of the more essential details, leaving his office work in charge of Mr. J. E. Hornburger.

The success of this establishment is a thorough exemplification of the achievements that can be reached, but which are reached only by the close application of employers in personal supervision of their business—proving the truth of the old maxim, "The eye of the master can do more work than both his hands."

Locally, Mr. Parr is recognized as one of the most public-spirited citizens in Littlestown. He gives his hearty support to every movement calculated to benefit the community, provided that such measures bear the earmarks of conservatism and seem to be well devised. His business knowledge and reputation are beyond question, and in consequence his judgment is keenly sought for on matters affecting the local public, regardless of political affiliation.

MR. GEORGE W. PARR.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
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Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
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IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
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BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
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Importers of Sumatra and Havana
AND
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and Packer of LEAF TOBACCO
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DEALER IN LEAF TOBACCO
642-44 N. ELEVENTH ST. PHILADELPHIA.
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

THE REALM OF THE RETAILERS

HOODWINKED.

EVEN a shrewd cigar man will be taken in sometimes. A prominent manufacturer of Philadelphia, the cigars of whose firm are handled in nearly every cigar store in this city, said the other day:

"I am not given to reckless charity, but think it sometimes does one's conscience good to give aid in a sad and worthy case. I have quite a few callers of this kind, and generally pride myself upon my ability to detect fraud or deception before giving to those whom I decide to be subjects for assistance. I do this by cross-examination and sometimes by a little investigation. I was taken down a peg or two this week, however, when I received a notice from the police department containing a description of and explaining the ways of a number of swindlers of this description. I was warned to look out for them. Examining the list closely, I was surprised to find that it contained two persons whom I last week concluded to be worthy and deserving subjects for charity and lent assistance to. I laughed and concluded that I was a 'Rube.'"

• • •

ADVERTISING FOR RETAILERS.

THE MANCHESTER Cigar Manufacturing Company, of Baltimore, Md., has been distributing among the trade of this city through F. B. Robertson, the Factory Representative, some very appropriate advertising matter for the benefit of the retail trade.

It consists of window bulletins printed on sheets 18 inches wide and 12 inches high, which when carefully placed in windows are sure to attract the notice of passersby. They are printed on sheets of good heavy tissue paper with white lettering and wide white border on a blue background, with the following wording

Have you tried 'em?
MATCH-IT
Cheroots
Five for ten cents.

It seems that retailers are taking full advantage of their opportunity and are making good use of the bulletins, to their own benefit and profit.

• • •

FORCE OF HABIT.

OF Fire Commissioner Thomas Sturgis, of New York, a story has been recently circulating through the City Hall.

This story, which is not sworn to, is to the effect that Mr. Sturgis, a few days after his appointment, boarded a train and sat down beside a fat man in the smoking car.

The fat man took a cigar from his pocket and put it in his mouth. Then he struck a match, but before he could make use of it Mr. Sturgis blew it out.

The fat man glared at the commissioner. But he said nothing. He lighted another match, regarding his companion closely as he did so. This time there could be no mistake. Mr. Sturgis leaned over, distended his cheeks, and—puff—the match was out.

"By jingo," said the fat man. "This is the second time you have deliberately put out my match."

"Pardon me," said Mr. Sturgis. "It is a force of habit. I am the fire commissioner."—Inquirer.

• • •

LOTTERY LAW VIOLATIONS.

MAX GUIRAUD and Emile Keifer, $10 or 10 days each. Guiraud and Keifer are cigar dealers, of New Orleans, La., and in order to draw trade organized a kind of monthly drawing of prizes. They did not sell tickets, but gave each customer a ticket for every 5 cents purchase which entitled him to a chance in the drawing. Some time ago cigar and tobacco dealers who were either averse to violating the law or did not desire to offer such an inducement to their customers complained to the District Attorney that their trade was suffering from the practice indulged in by other dealers, and it was decided to test the law in this respect by an appeal to the courts. The first case was tried by Judge Aucoln in the Second City Criminal Court and he found the accused guilty. Captain Cooper, of the First Precinct, was also instructed to obtain evidence and make affidavits before Judge Gill, and the two above named were among this number, the others having ceased operations as soon as they heard of the arrest in the Second District. Judge Gill was absent at the time and the case went over from time to time until last week, when the two accused pleaded guilty.

WANT THEIR FAVORITES.

YAHN & McDONNELL, Fifteenth and Chestnut streets, this city, cater to a peculiar high class trade that will not go elsewhere for cigars, even if circumstances seem to require it. One regular customer, who recently went to California, wrote to the Philadelphia house saying that he had run out of a certain line of their imported cigars and requested that several boxes be sent to Los Angeles at once. It is needless to say that the order was promptly filled. Another order of similar character came from the backwoods of Vermont, and, in fact, they come from vacationists all over the country who are regular customers of Yahn & McDonnell when pursuing their business in this city. It shows that the habitual smoker of a good cigar will seldom accept a substitute for his favorite brand, but will often go to considerable trouble to secure the cigar that specially pleases his taste.

EVOLUTION OF THE PIPE

Mickey. Mick. Michael. Mike.

ANOTHER INDIAN TOBACCO LEGEND.

SUPPLEMENTARY to the Indian story of the origin of tobacco, told in this department last week, the following may be found interesting:

"At some distant period two Indian youths pursuing the pleasures of the chase were led to a remote and unfrequented part of the forest, where, being fatigued and hungry, they sat down to rest themselves and to dress their victuals. While they were thus employed the spirit of the woods, attracted as it is supposed by the unusual and savory smell of the venison, approached them in the form of a beautiful female and seated herself beside them. The youths, awed by the presence of so superior a being and struck with gratitude for the condescension which she had showed them in becoming their guest, presented to her in the most respectful manner a share of their repast, which she was pleased to accept and upon which she regaled with seeming satisfaction.

"The repast being finished, the female spirit, having thanked them cordially for their attention and informed them that if they would return to the same place after the revolution of twelve moons they would find something which would recompense their kindness, disappeared from their sight. The youths, having watched the revolving moons and having returned at the appointed time, found that upon the place on which the right arm of the goddess had reclined an ear of Indian corn had sprung up, under her left a stalk of wheat, and from the spot on which she was seated was growing a flourishing plant of tobacco."

• • •

QUEENS WHO SMOKE.

THE CZARINA OF RUSSIA smokes cigarettes now and then, and on her desk there are always a couple of golden engraved cigarette cases, a silver ash tray, and a malachite match holder. The Queen of Italy seldom smokes, but the mother of the King of Spain consumes a large number of Egyptian cigarettes every day. The ex-Queen Natalie of Servia owns a magnificently jeweled smoking outfit and is very partial to the habit.

The Queen of Roumania—Carmen Sylva—also owns a large number of gold and silver cigarette cases, but she does not like the aroma of tobacco. The Queen of Portugal, on the other hand, is an ardent lover of the weed. She prefers a special brand of German tobacco, which is sent to her at intervals from Dresden. Her mother, the Countess of Paris, occasionally indulges in a Havana cigarette or two.—Philadelphia Press.

• • •

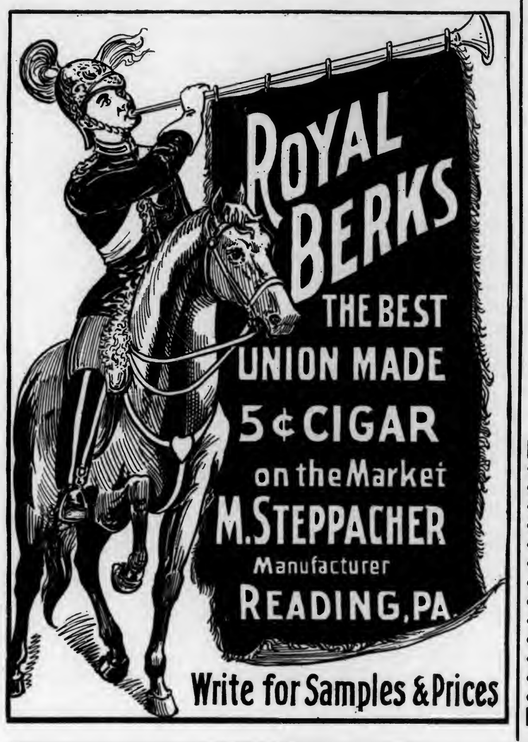
NEW BOOK OF PREMIUMS.

THE FLORODORA TAG COMPANY announces on another page that the new catalogue of presents for the period ending November 30th, 1905, will be ready for distribution by September 15th, next. This new catalogue will illustrate a profusion of handsome presents that will be given, and will show all the tobacco tags, cigar bands and coupons that will be redeemable by the company after November 30th, 1904.

Catalogues will be sent by the company, postpaid, on receipt of ten cents, or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are redeemable by that popular premium company. Applicants should address their correspondence to the Florodora Tag Company, St. Louis, Mo.

• • •

ONE of those women who have an antipathy for tobacco entered a car the other day and inquired of the man sitting near her: "Do you chew tobacco, sir?" "No, madam, I do not," was the reply, "but I can get you a chew if you you want one"



UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

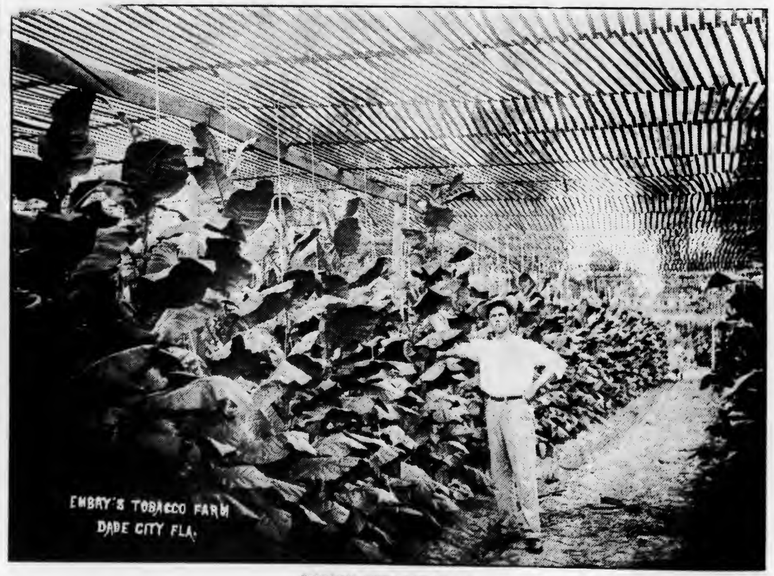
J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

—The Wilmington (N. C.) Star says: "The tobacco manufacturers of Winston-Salem shipped 1,236,097 pounds of tobacco during July. The revenue stamp sales ran as follows: On tobacco, $75,785.85; spirits, $10,352.43; cigars, $71.40; total, $86,209.68. The leaf sales on the local market during July were 312,832 pounds. It brought $24,752.76, an average of 8 cents per pound. The sales of leaf for the past ten months of the tobacco year, which began Oct. 1, 1903, were 20,504,497 pounds."

—The Ironton (O.) Irontonian scents a possible chance of capturing a big enterprise when it says:

"Block Brothers, the well known tobacco firm of Wheeling, manufacturers of the famous Mail Pouch tobacco, are seeking a new location and have made a proposition to a small town up the river to locate their big plant there if they are donated a site and good railroad connections. No additional bonus is asked. This concern is the largest tobacco establishment in the United States, employing about 1,500 people and would be a welcome addition to any town. If the Business Men's Club has passed out of existence the Merchant Association of Ironton should get into touch with the tobacco people and direct their attention this way and it should be done at once."

The Irontonian is perhaps not aware that Block Bros. Tobacco Co. is now erecting an immense addition to its already large building, with a view to meet the rapidly growing requirements, and that it is altogether unlikely that they should be seeking any change of location, after having spent the amount of a fortune in training their help to a high standard of proficiency.



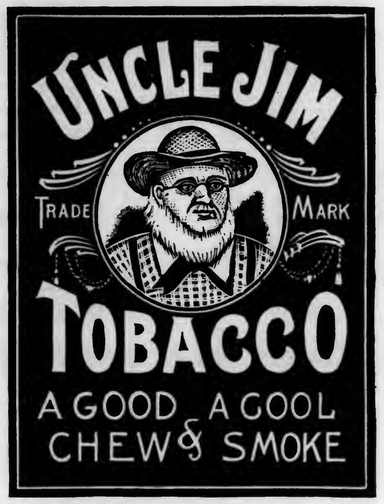
EMBRY'S TOBACCO FARM.

The above picture, which we are enabled to publish by the courtesy of the Jacksonville (Fla.) Times-Union, shows a section of W. E. Embry's tobacco farm at Dade City—twenty acres, all under shed. The photo was taken July 14. The crop has now nearly all been gathered and strung on twine to cure. It will aggregate 20,000 pounds. Mr. Embry has a five-year contract for all the tobacco he produces, at forty cents a pound.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

Union-Made.
None Genuine Without Signature.



All Tobacco---No Dirt; No Stems.
Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,
Manufacturer of
Fine
Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade
Seed & Havana
Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
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Importers of Sumatra Tobacco
Cable Address: "Hsmz."
Joseph Hirsch & Son
2. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

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No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

Frank Ruscher Fred Schnaibel
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Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

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C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
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Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
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Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

M. Velenchik. S. Velenchik.
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Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20. Havana P. O. Box 98

TOBACCO TRADE REPORTS FROM HAVANA.

General Belief that the Dullest Part of the Season Has Passed—Cigar Shipments for Seven Months—Extensive Plant Setting—General Commercial Notes.

HAVANA, August 15, 1904.

Business during the past week has again been more active, but this time the chief buyers were the local cigarette manufacturers, who have continued to absorb all offerings of desirable goods of Vuelta Abajo colas, paying higher prices for the same. The demand for the United States has not developed during the past eight days, but it is known that several deals are pending. For Europe the call is confined to low priced goods, and as the cigarette factories are willing to concede higher figures than the exporters can afford to pay, the demand is checked to some extent. The remaining vegas in the Vuelta Abajo are bought up by the dealers here at better prices, thus demonstrating the faith of the latter that they will be wanted this winter by the American manufacturers and dealers.

Don Luis Marx, the most enterprising and progressive of our tobacco planters, has startled the community by having transplanted some 100,000 seedlings last week upon his "Zorilla" and "San Antonio" farms, which is fully six weeks in advance of the earliest plantings which have been made in the Vuelta Abajo. Of course this is an experiment, and it is not likely that the same will be repeated here on a large scale, as the chances of success or failure can hardly be said to be evenly balanced. The hot sun may dry up the young seedlings just planted, or excessive rain storms may wash them away. Besides, the theory has heretofore always been that the nicotine plant in Cuba needs some cool weather to thicken up the sap in the leaves, although practice may demonstrate that this theory is not correct. All people interested in tobacco culture are watching the above experiment with the utmost interest. If successful it may enable Don Luis Marx to get three wrapper crops out of the soil during one season, as so far he has proven to the incredulous that it was possible to get two crops under favorable circumstances. All that is needed is plenty of manure, and not too unfavorable weather duing the planting season. That good seedlings can be raised with care during the whole year, more or less, was an easier problem to solve. In order to get two or three crops it is obvious that only one cut can be made from the plant, and the same has to be torn from the ground, the latter to be replowed and manured at once, so as to be able to receive the second or third seedlings. Under favorable circumstances Don Luis Marx could harvest the first growth in October, the second in December to January, and the third in March of the following year.

Sales

amounted to 7,337 bales in all, or 4,576 of Vuelta Abajo, 1,611 of Partido and 1,150 bales of Remedios. The local cigar and cigarette manufacturers purchased 4,205, Northern buyers 1,850 and European exporters 1,282 bales.

Buyers Come and Go.

Arrivals:—N. Gestal, of Lozano Gestal & Co., Tampa, Fla.: Jas. Perlman, of Perlman & Co., Baltimore, Md.; Ellis Arendt, of E. Arendt & Son and S. Ruppin, of S. Ruppin, Inc., New York; A. Pazos, of A. Pazos y Cia., New York and Havana; Arthur Frankau, of I. Frankau & Co., London.

Departures:—H. Barron, for Chicago, Ills.; Sol Hamburger and Fred. Rothschild, for New York.

Havana Cigar Manufacturers

There is still complaint heard amongst the exclusive Vuelta Abajo manufacturers that the leaf is not yet in condition to be worked as freely as they would like to do, thus preventing them from filling orders on hand and which are beginning to come in in larger volume. The exports per steamer Morro Castle show however that the dullest part of the season has passed away, as 4,270,692 cigars were shipped. Up to July 31, 120,987,398 cigars have been exported since January 1, 1904, an increase of 8,831,954 cigars over the exports of the same time last year, or nearly 8 per cent. While there is a steady call from the United States, and most factories have orders pending for weekly shipments, the latter are however confined to some of our largest factories, and the business for the coming fall trade upon a larger scale has not

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1, HAVANA, CUBA

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALRZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

commenced yet. The following factories are working with increased forces: H. Upmann & Co.; Cifuentes, Fernandez & Co., of the Partagas factory; Rabell, Costa, Vales & Co., of the Ramon Allones; Behrens & Co., of the Sol; José F. Rocha & Co., of the El Crepusculo, Nene and Jefferson; Enrique Dorado & Co., of El Rico Habano, and Remigio Lopez y Hno., of La mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

H. Barron, who left on the New Orleans boat for his home in Chicago, has been a purchaser of 225 bales of choice Vuelta Abajo vegas for his firm of Barron Bros.

Fernando Fernandez y Hno., sold 870 bales Vuelta Abajo and Partido tobaccos to local and northern manufacturers, as well as to European exporters. This house has now a stock on hand of about 5,000 bales mostly of the best sections of the Vuelta Abajo "tierra llana," besides a good selection of Semi Vuelta and Tumbadero factory tobaccos from their own escojidas. Amongst the Vuelta Abajo purchases made by them are such renowned vegas as Domingo Plasencia, "La Llanda de San Luis," Viuda de Saavedra de San Luis, Pinata de San Luis, Domingo Martinez de Barbacoas, and many other well known vegas from Rio Hondo and Rio Seco, bought by the universally esteemed buyer, Don Jose de la Puente, who is a recognized authority on Vuelta Abajo tobaccos.

Sol Hamburger left very well satisfied with his midsummer purchasing trip to the Eldorado of tobacco buyers, and has taken about 1,200 bales of all kinds of leaf for his firm of Hamburger Bros. & Co. As Don Sol knows what his customers want, and being an old timer in Havana, there is no doubt that his firm will dispose of his purchases in short order, so that he can come here again in two or three months, to lay in a fresh supply.

Sobrinos de Antero Gonzalez have been doing a very good business during the past week. They were averse to giving any details of the amount of bales disposed of, but good authorities claim that the number cannot be short of 1,500 bales.

The sellers of most importance have been

Aixala & Co., 506 bales.
Jose F. Rocha, 500 bales.
G. Salomon y Hno., 400 bales.
Suarez Hnos., 400 bales.
Miguel Perez, 400 bales.
Bruno Diaz & Co., 300 bales.
Jose Menendez, 200 bales.
A. Pazos & Co., 155 bales.
Rabell, Costa & Co., 100 bales.
Antonio Suarez, 100 bales.

Rodriguez Bautista & Co. have made a contract with one of our large cigarette manufactories to deliver to them all the colas from their Vuelta Abajo escojidas and vegas, amounting to about 2,000 bales.

A. Pazos & Co. have secured about 300 bales additional through their buyers in the Vuelta Abajo from the "tierra llana" section only, and they are also holding some very fine Tumbadero wrappers of their own escojida.

Sobrinos de Venancio Diaz purchased through Don Narciso Gonzalez three fine vegas of "Pilotes" lowland, which ought to please any manufacturer. The sales made by this house were also withheld, but competent parties say they were fully 300 bales.

Buyers still in the market are Fritz Lederer, Ernest Ellinger, E. A. Kline and Emil Wedeles, who have all operated more or less, besides the new arrivals last week.

Max Stern has gone to the Remedios section to study thoroughly the situation there.

Commission houses which are busy in the market comprise Leslie Pantin, F. Neumann & Co., Bridat, Mont'Ros & Co. and Charles Blasco.

Receipts From the Country

	Week Ending Aug. 13. Bales	Since Jan. 1. Bales
Vuelta Abajo	7,084	120,730
Semi Vuelta	1,009	7,945
Partido	2,109	39,305
Matanzas	—	185
S. Clara & Remedios	3,224	25,415
Santiago de Cuba	—	488
Total	13,426	194,077

NO POLITICS, SAYS GAINES.

Representative John Wesley Gaines, of Tennessee, is again in Washington. He has been engaged for four or five months in his campaign against the tobacco trust, which he says has managed to stifle the competition that formerly existed in the purchase of the black tobacco that is so largely grown in Tennessee and Kentucky. Speaking of the matter, he said:

"Eighty-five per cent of that class of tobacco is exported. The American tobacco trust now controls the Imperial Tobacco Company of Great Britain, and, in fact, controls the tobacco trade of the world. By this combination there has been an agreement that the American company shall not take part in the purchase of that class of tobacco, so that the only buyer is the Imperial company.

"Instead of scores of bidders for that tobacco that we once had, there is now only one bidder. The result is the tobacco that costs 6 cents per pound to raise is selling for 3½ cents per pound. One plantation in Tennessee of 1,500 acres on which this tobacco was exclusively raised has stopped all its operations. Others are curtailing the amount they are raising. Bankruptcy is staring these men in the face. The skilled labor once engaged in this industry is now scattered.

"An attempt has been made to show that my course in endeavoring to have the law enforced against this trust is prompted by political reasons. There are no such reasons, so far as I am concerned, Our effort is solely to secure the relief that we are entitled to under the law against the exactions of this trust."

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

T. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frankfort.

ROTHSCHILD BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

S. J. SCHOEMER. CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN T. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nangil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
HERBERT H. SMITH
HOSS SMITH

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

TOBACCO NEWS OF GREATER NEW YORK

The influx of out of town buyers to the New York leaf market has been steadily increasing for two weeks past, making the market exceedingly active for all available classes of goods. The principal transactions, however, have been in Connecticut tobacco, a large quantity of which has changed hands. The rapid transpiration of events in the seed leaf market has naturally detracted from the imported lines, but for the time being only, and Sumatra is now getting its share of attention, especially in view of the apparent shortage of domestic wrapper leaf. This impetus in Sumatra is being felt by nearly every importing house here. Havana remains quiet.

• • •

H. Duys, of H. Duys & Co. branch of the Amsterdamsche Tabakshandel Maatchappy, returned to their New York headquarters last week on the steamer Staatendam, and was accompanied by Messrs. Carl G. Olie and Carl G. Olie, Jr., the former of whom is a director of the Amsterdam Company. They will make their headquarters at the office of H. Duys & Co., 170 Water street, during their stay here. Mr. Duys reports having purchased about 3,000 bales of tobacco during his stay in Holland, a considerable portion of which has already arrived here.

• • •

Henry Hollander, for several years a salesman with A. Cohn & Co., but who during the past few years was engaged in the leaf brokerage business, died last week, aged 58 years. He was very popular in the leaf trade, and had a wide circle of friends.

• • •

At a meeting of the Board of Trustees of the New York Leaf Tobacco Board of Trade, held last week, several resolutions were adopted:

First. That the Secretary be instructed to send a letter to Attorney S. H. Guggenheimer, expressing the thanks of the organization for the able manner in which he conducted the case against the Florodora Tag Co. and also to express the Association's appreciation of his untiring zeal in bringing the matter to a successful conclusion.

Second—That all cigar manufacturers carrying a leaf tobacco dealer's license are eligible to membership in the body, and were cordially invited to join the organization.

• • •

A regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association of New York, was held last Tuesday evening at association headquarters, 705 Third avenue.

President Donigan informed the members present that upon conclusion of stock taking it had been ascertained that the Association was on "easy street" and had made a very substantial progress.

The gentlemen of the committee having in charge the arranging for the general meeting with members of various allied branches of the trade are making good progress and feel confident of having a large attendance upon the occasion and also of having several eloquent speakers to discuss the more important phases of trade interests.

The advisability of seeking to have retail cigar and tobacco dealers specially taxed came in for a considerable discussion, led by Robert E. Lane, who has been expounding the idea vigorously, and it seems that he is finding some adherents to his theories.

Sidney J. Freeman, chairman of the Insurance Committee, gave a brief outline of that proposition, which was to the extent of providing a death benefit of $500, a sick benefit of $5 per week, and an emergency fund for use on certain occasions and under certain circumstances, and he showed that the plan could be started with a membership of 25, intimating that it might possibly grow to national proportions. Some objections were raised to the idea of too much expansion to the insurance feature, the consensus of opinion being in favor of limiting its operations to members of the association, and the report was referred to committee for further consideration.

NEW FLAVORING AND EXTRACT HOUSE.

On another page of this week's issue will be found an announcement of the Keystone Chemical Co., of York, Pa., producers of "Havana Aroma' a new product for cigar manufacturers' use. They also have various kinds of cigar and tobacco flavoring, sweeteners, etc. The company only recently perfected some of its products, and now makes its first public announcement. It will be noticed that they offer to send as a trial order a half pint phial of their "Havana Aroma" for 50 cents, in order to introduce the goods. Among the proprietors of the Keystone Chemical Co. are men widely experienced in the handling of tobacco as manufacturers, and who are fully aware of the many difficulties in successfully manipulating leaf tobacco to give the most satisfactory results. It is reasonable to believe that they propose to give their patrons the largest possible measure of benefit of their experience and acquired knowledge.

—It is stated that the plant of the Manufacturers' Tobacco Company at Louisville, Ky., now owned by the Continental Tobacco Company, will be dismantled and that a large force of traveling representatives, operatives and clerical employes will be discharged.

—The stock and fixtures of Edward G. Fuchs, a tobacconist at 360 Elm street, Buffalo, N. Y., has been sold by the trustee of the bankrupt estate, to L. F. Weyand for $285, and the sale has been confirmed by the referee in bankruptcy.

Philadelphia Tobacco Trade.

TOBACCO WAR REPORTS.

There were more interesting developments during the week in the local imbroglio between the representatives of the American Tobacco Company and the handlers of independent goods. Pushing their war against the independent manufacturers a step further than ever, the American Tobacco Co. cut off future supplies from several of the largest jobbers in Philadelphia, thereby causing a storm of indignation among the votaries of the independent cause. These jobbers, it is said, had received independent goods after July 1, the date fixed when no more consignments were to be taken by the dealers who wished to handle American Tobacco Co. goods. Another important development was the perfecting of an arrangement whereby the United News Company, which has its offices at Thirteenth and Filbert streets, will handle a number of independent-made tobacco goods exclusively and deliver them to cigar stores. The United News Company will also handle a general line of the independent goods.

The names of three jobbers who are supposed to have received notice that they can no longer be supplied with American Tobacco Co. goods, were prominently mentioned, but several more are said to have been blacklisted for similar offensive methods, but when called upon by a representative of The Tobacco World, they were most reticent, and would neither admit or deny the statements made in local dailies.

It is stated, however, that these jobbers can be reinstated by suffering the heavy penalty of losing all extra rebates, and purchasing a quantity of American Co. goods, during September, equal in amount to the purchase of the largest month of the present year, and signing an ironclad agreement to discontinue selling independent goods of the cut plug, fine cut and long cut class.

It is said, however, that C. W. Taney, a general agent of the American Tobacco Co., visited Philadelphia a week ago, armed with credentials signed by Mr. Duke, president of the company. These credentials gave Taney power to decide finally in the case of any recalcitrant jobber that came before his notice, but at the same time withheld from him the power to listen to an appeal or to recommend a delay of action. The jobbers, it is said, were found selling independent goods bearing the revenue stamps issued July 1, which are a lighter green in color than the old ones. Mr. Taney notified the three jobbers that no more goods of the American Tobacco Co. would be furnished them unless they found themselves prepared to enter upon the new ironclad agreement.

The statement that independent goods in jobbers' hands, manufactured since July 1, had been traced by the color of the present series of revenue stamps, is misleading, because the lighter green color now used on 1¾ oz. tobacco stamps has been used longer than since July 1, in fact in some districts since April last, and as evidence that fact is not wholly reliable, and the only reliable proof would seem to lie in the date of cancellation.

The hand the United News Company will take in the local war between the "trust" and "independent" people will be seen in the following interview given The Tobacco World by Manager Frank M. Toppin:

"This company has become a distributor of the independent lines of tobaccos and I think it can readily be seen that we can do the retailers a great deal of good. For instance, we have 38 delivery wagons that rush the two leading newspapers all over the city early in the morning. Orders can be filled promptly and we have 2,800 accounts on our books with people handling cigars and tobacco We are in a better position to help the jobbers to put up a good fight for their independence in this city than any other concern.

"We have already accomplished a great deal. John Landstreet, President of the Patterson Tobacco Co., of Richmond, Va., was here the other day to get us to represent his house. The Patterson Tobacco Co. gets out the Lucky Strike tobacco, the biggest seller in the market outside of some of the "trust" brands. Mr. Landstreet says he will have built for us four new wagons to add to our present service. These will be handsome affairs and will no doubt contain the Lucky Strike advertisement.

"Larus & Bro. Company, also of Richmond, Va., have made us their distributors, the following brands being handled exclusively by us: Meadow Brook, twist, Fatty Felix chewing, United cut plug, and Unco smoking mixture. The United cut plug takes the place on Larus' list of the Brotherhood tobacco, which they made for Gustav Hoch & Son. The latter, it is said, recently sold out that brand to the American Tobacco Co., and, of course, Larus & Bro. Company no longer make it. The United will be pushed in opposition to Brotherhood.

"Weisert Bros., independent manufacturers of St. Louis, have also opened their accounts with us as distributors. We have six extra men out this week canvassing the cigar and tobacco retailers of Philadelphia on the question of handing these independent goods, and are hearing good reports from them right along."

Business manager Toppin, of the United News Co., has been fairly overrun this week by representatives of numerous houses making all classes of goods, and all apparently anxious to secure accounts with the new company.

OTTO H. EISENLOHR VISITS MR. GUMPERT AT NANHEIM.

Otto H. Eisenlohr, of O. Eisenlohr & Bros., cigar manufacturers of this city, who has been traveling in Switzerland, has gone to Nanheim, the German health resort, to join Richard T. Gumpert, of Gumpert Bros., also of Philadelphia, who has been quite ill there. Mr. Eisenlohr wrote to his brother in this city from St. Moritz, Switzerland, that he intended to make the trip to see his old friend and companion.

A letter was since received at Gumpert Bros'. office stating that Mr. Gumpert is gaining strength slowly at Nanheim, and has not required a trained nurse, his principal caretaker being Mrs Gumpert, who, although an invalid herself, possesses great fortitude. Mr. Gumpert intended to sail for this country on August 30, on the Kaiser Wilhelm der Grosse, but as he will require a longer time to fully recuperate, his tickets have been changed so that the voyage can be begun on the Kronland on September 16, more than two weeks later.

GELLER'S NEW BRAND OF PLUG CUT.

J. G. Geller, Sons & Co. have put on the market a new cut plug, called "Creation," strictly an "independent" piece of goods, and it is already meeting with a large demand in the eastern part of Pennsylvania and New Jersey. It is done up in tin foil, has a dark red label and is intended for smoking or chewing. It will be introduced into a larger territory. Gellers are getting ready for an advertising campaign of their "Peachy" cut plug, which also contains their own label. They are handling the "Mixit" smoking tobacco, recently brought out by the Falk Tobacco Co. of Richmond and New York. This company was formed of two former employes of Cameron & Cameron, of Richmond—a salesman and a factory foreman. Cameron & Cameron were bought out by the American Tobacco Co., and the Falk Co., an independent concern, is turning out a three color tobacco, similar to that of the old firm. Gellers are selling out an old stock of Cameron & Cameron smoking tobacco at cost, with the announcement that that house "has sold out to the trust."

KORS HELD FOR COURT.

Chas. H. Kors, secretary of the Vicente Portuondo Cigar Manufacturing Co., and manager of the Philadelphia Sewing Machine Co., was last week held in $1,000 bail for court, by Justice Barr, in Camden, N. J., on a charge of swindling the Wheeler & Wilson Sewing Machine Co., of this city.

Mrs. Lizzie Kean, who was recently held in bail on a similar charge, is said to be implicated with Kors. She was once an agent of the complainant company.

According to the complainant Kors induced Mrs. Kean to procure from her employer sewing machines on fictitious orders. In most of the sales only one payment was made on the machines, and it is claimed that these machines were turned over to Kors, who is alleged to have sold them.

T. & O. FACTORIES' BIG MONTH.

The present month has thus far proven to be the greatest in the history of the Theobald & Oppenheimer Co. Its business has shown an increase by a large percentage over that of August, 1904. The new brand of cigars of the T. & O. factories, styled the Flor de Romulus, and turned out by the Tampa factory, is being taken hold of by some of the largest distributors. President George E. Spotz has returned from his successful western trip and assumed charge of the offices. J. A. Rigby, on Mr. Spotz's return, went back to Mansfield, Ohio. The new factory at Perkasie, Pa., is now being constructed, and, it is thought, will be ready on Oct. 1, when 250 hands will be put to work, if they can be obtained.

DOMINGUEZ BROS. EMBARRASSED

Manuel Dominguez, trading as Dominguez Bros., cigar manufacturers at Twenty-first street and Fairmount avenue, is financially embarrassed. His difficulty was reported early last week, but its exact extent was not fully known until some days later, owing to the absence of Mr. Dominguez, who is ill in Havana, Cuba. The total indebtedness of the firm is about $40,000, of which $22,000 is for merchandise, confined chiefly to three Philadelphia houses and one in Havana, Cuba, and $18,000 due to banks. The assets are not fully known, but will include several pieces of real estate, subject to some encumbrances.

"GREEN GOOSE" IS MOVING.

Frishmuth Bros. & Co. started during the week to move from their old offices and factory on North Third street to their mammoth new factory at Seventeenth street and Allegheny avenue. The transfer of all books, appurtenances and machinery will be made gradually, as active business has to be continued during the moving. Frishmuths expect to take possession of the new factory by the first of September, but it is thought that all of the machinery cannot be transferred by that time. The factory being vacated is not a small one, comprising some 46,000 square feet. It is proposed to sell or rent the present buildings as soon as they are vacated, as the tobacco manufacturing firm will have no further use for them. The buildings may be divided for the use of a number of tenants.

With Manufacturers and Jobbers.

The present dull season fails to strike the establishment of Otto H. Eisenlohr & Bros. The firm announces that between July 1 and August 10 this year their business has been 42 per cent greater than that of the corresponding period of last year. This astonishing increase has been all the more gratifying because the firm has been constantly able to secure additional hands to put at work at their various factories. Local and contiguous trade has been very good. A few big orders coming from a distance, it has been impossible to fill, owing to the rush of business. Louis Eisenlohr contemplates an extensive trip to the West this fall. Otto H. Eisenlohr is in Europe, and Charles Eislenohr is cruising in Long Island Sound on his yacht "Colma."

George Valentine, of A. S. Valentine & Son, spent the best part of the last week at Atlantic City, in company with J. H. McPike, of Bennett, Sloan & Co., jobbers of New York City. The pair returned to this city where some visiting of the trade was done before Mr. McPike returned to New York. Mr. McPike, it will be remembered, recently won a case in the New York Court of Appeals, in which it was decided that it was not unlawful to use the American flag on a cigar box label. The label in question was that of the Betsy Ross cigar, which brand is manufactured by the Valentines in this city. The business at the cigar factories of A. S. Valentine & Son shows an increase of 40 per cent over that of the same period last year. The factories are now taking on all of the additional hands that can be obtained.

The El Draco Cigar Manufacturing Company has brought out a brand of cigars to be known as the Subway Tavern, to be used in the famous tavern in New York with which Bishop Potter's name has been so much associated lately. The new cigars are on exhibition at the store of C. J. Wogan, Tenth street above Chestnut, in this city.

E. G. Dunlap, representing Arguelles, Lopez & Bro., of New York and Tampa, stopped in town during the week to finish his vacation and pay an informal visit to a number of local jobbing houses. He then went to New York to report for duty at headquarters.

Philip Verplanck, representing Gonzales, Mora & Co., of Chicago and Tampa, made Philadelphia his first stopping place this week while on his regular fall trip. He then went on to the South and West.

Jacob Kronar, representing F. Garcia, Bro. & Co., was in town paying his respects to the local trade, as were Charles Cameron, of the Waldorf-Astoria Segar Company, and E. W. Russell, who is at the head of the Havana Tobacco Co.

J. M. Coan, with L. Dausa & Co., of New York, has written from New England to a prominent local cigar dealer, saying that he shortly expects to visit Philadelphia. Mr. Coan adds that he is finding a big demand for his Porto Rico cigars in the East.

N. J. Rice, representing R. & W. Jenkinson Co., of Pittsburg, paid a brief visit to his Philadelphia friends during this week.

The Vicente Portuondo Cigar Manufacturing Co. is already getting in big orders on the fall trade from its salesmen, S. W. Levine is in Michigan, Henry Jacoby In California, J. Merrill in New York, T. R. Goodwin in New England, and A. M. Diehl in Pennsylvania.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Aug. 20, 1904.

SUMATRA TOBACCO.

Str. Statendam, arrived Aug. 16:

A. Cohn & Co.	84 bales
Company's General Agent	40 "
H. Duys & Co.	24 "
Jas. E. Ward & Co.	21 "
E. Spingarn & Co.	10 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Aug. 16:
(2,115 bales; 417 cases; 19 bbls.)

Jas. E. Ward & Co.	1,225 bales
J. Bernheim & Son	321 "
Penn. Cen. & North Western	150 "
E. Rosenwald & Bro.	123 "
Ernest Ellinger	56 "
M. Perez & Co.	50 "
S. L. Goldberg & Sons	38 "
Rothschild & Bro.	35 "
A. Diaz & Co.	30 "
M. D. T. Co.	20 "
Mendelsohn, Bornemann & Co.	20 "
E. Regensburg & Sons	19 "
M. S. Arrue	12 "
Hinsdale Smith & Co.	10 "
Carl Vogt's Sons	5 "
Havana Tobacco Co.	1 bale
J. E. Ward & Co.	417 cases
Mendelsohn, Bornemann & Co.	15 bbls.
F. Miranda & Co.	4 "

Str. Esperanza, arrived Aug. 19:
(318 bales; 2 bbls.)

J. E. Ward & Co.	178 bales
E. Hoffman & Son	50 "
A. Murphy & Co.	40 "
J. Bernheim & Son	31 "
Jose Sosa	7 "
Manuel Cruz	6 "
J. Toyo	6 "
J. Bernheim & Son	2 bbls.

HAVANA CIGARS

Str. Morro Castle, arrived Aug. 16:

Havana Tobacco Co.	178 cases
Park & Tilford	43 "
G. S. Nicholas	11 "
F. Garcia & Bro.	10 "
Victor Lopez	4 "
Canadian Pacific R. R. Co.,	3 "
S. Bachman	3 "
Acker, Merrall & Condit Co.	3 "
Waldorf Astoria Segar Co.	2 "
Alex. Hollander & Co.	2 "
Boose & Co.	1 case
L. M. Allen	1 "
L. J. Spence	1 "
M. D. T. Co.	1 "

Str. Esperanza, arrived Aug. 19:

National Cuba Co.	6 cases
J. E. Ward & Co.	5 "
C. D. Stone & Co.	3 "

PORTO RICAN TOBACCO.

Str. Caracas arrived Aug. 16:

American Tobacco Co.	3,000 bales
Durlach Bros.	347 "
West Indies Cigar Co.	23 "

Str. Coamo, arrived Aug. 20:

Levi Blumenstiel & Co.	48 bales
S. Perez & Co.	20 "
West Indies Cigar Co.	12 "
A. S. Lascelles & Co.	1 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Aug. 16:

American Cigar Co.	161 cases
West Indies Cigar Co.	33 "
C. D. Stone & Co.	25 "
Porto Rico Co.	15 "
Mateo Rucabado	15 "
Order	10 "
R. Arguelles, Manrique & Sola,	9 "
Cadiz Cigar Co.	8 "
Durlach Bros.	7 "
Cayey Caguas Tobacco Co.	7 "
A. S. Lascelles & Co.	6 "
Victor Malga & Co.	5 "
Rojas Perez & Co	5 "
G. W. Sheldon & Co.	5 "
Vista Hermosa Cigar Co.	4 "
A. W. I. T. Co.	2 "
Antilles Trading Co.	2 "
American Express Co.	2 "
Austin, Nichols & Co.	2 "
S. Hirzfelder	2 "
H. C. Howard	2 "
C. Mendez	2 "
Louis M. Rivera	2 "
S. E. Heyman & Co.	1 case
American Trading Co.	1 "

Str. Coamo, arrived Aug. 20:

American Cigar Co.	63 cas
West Indies Cigar Co.	27 "
Mateo Rucabado	11 "
L. Daussa	8 "
F. Bonilla & Co.	7 "
Smith & Boltzenthal	6 "
Victor Malga & Co.	5 "
R. Arguelles, Manrique Sola & Co.	5 "
Cayey Caguas Tobacco Co.	4 "
A. S. Lascelles & Co.	4 "
H. C. Howard	3 "
G. Preston	3 "
Fritze & Sons	3 "
L. M. Rieri	2 "
F. L. Palmieri	2 "
Order	2 "
Porto Rico Co.	1 case
A. S. Lascelles & Co	6 boxes
C. Bascaran	5 "
Cadiz Cigar Co.	4 "
J. E. Toffi	1 box

AMERICAN EMPIRE

TEN CENTS

Jno. F. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

FIVE CENTS

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO F. NASH, JOHN SELDEN, GEO. T. HUTCHINSON, BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 — Marietta, Pa. — Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

The Cigar Business in York

York County Also Suffers Somewhat by Hail—Notes about the Manufacturers.

York, Pa., August 22, 1904.

York county tobacco growers were somewhat affected this week by hail storms, but the damage done is comparatively small.

I. B. Hostetter, of this city, last week visited the Connecticut tobacco growing sections and speaks very encouragingly of their crop. He says if it can be housed before further damage by hail the crop will, in his opinion, prove a very good one.

The number of new cigar factory licenses taken out this month in this division of the Ninth District is comparatively small so far, but that is usually the case in August.

D. G. Eyster, a cigar manufacturer of York New Salem, who brings cigars to town for shipment almost daily, met with an accident last week. A horse driven by a Mr. Pfaltzgraff was scared by a passing automobile, and becoming unmanageable, dashed into Mr. Eyster's team, throwing him out. He was considerably bruised, but fortunately no bones were broken.

The house of John Heindel, a cigar manufacturer of Dallastown, was burned last week. The house was not occupied by the owner, but by his brother. Damage to the extent of $500 was done. The origin of the fire is still a mystery. The loss was covered by insurance.

I have heard some talk among a few manufacturers, of a charge of fraud which is said to have been laid at the door of the representatives of the Pennsylvania Cigar Manufacturers' Exhibit at St. Louis. It is regarded here as not only an item of wanton malice but it is even ridiculed by the people here who are interested in the exhibit. The exhibit, it is stated, has been installed by the representatives with but small contributions from manufacturers, and the managers' only source of profit being from the sale of goods. And, in view of the fact that the managers have expended a considerable sum of money themselves to perfect the exhibit, which is said to be an attractive one (in fact so much so that it is reasonable to believe Pennsylvania will capture a reasonably large number of awards) and for the purpose of reimbursing themselves to some extent the managers of the Pennsylvania Cigar Manufacturers' Exhibit have asked the exhibitors to contribute $100 to them should they be successful in securing an award for which the managers have been energetically striving by a prepondering exhibit. But the matter was taken up by a contemporary in a sensational manner and the few who know of the facts are scoring the paper as a yellow journal, misguided by its own over-zealous efforts.

—The Black Hawk Cigar and Tobacco Co., at Waterloo, Ia., has now been fully organized. Capital, $10,000. J. T. Burkett is President, and C. E. Clifton Vice President and Secretary. The factory will be in charge of L. C. Stifler.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STRIN, Lancaster, Pa.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

Combination
SCRAP
--Filler--
We Make Them for
6, 7½, 9, 10 and 12 cents.
J. L. METZGER Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's; First-Class Pennsylvania Havana Seed Binders; Fancy Packed Zimmer Spanish; Fancy Table Assorted Dutch; Fancy Packed Gebhart — Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!
Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Lancaster Sales 2,000 Cases.

Fairly Active in the Leaf Market—The 1901 Crop Coming to the Front.

Lancaster, Pa., Aug. 22, 1902.

Lancaster had a fairly active market last week, with sales easily aggregating 2,000 cases. While the 1903 is in good demand, the 1901 goods are also coming to the front, and it is argued on every side the 1901 was an averagingly good crop, but for some reason it got a black eye, and many dealers held aloof, but the shortage in leaf is forcing it on their attention in a measure, and they are now beginning to look at the goods with more favor.

The weather conditions have been favorable to the growing crop, which is making excellent progress, and is in fact now being housed as rapidly as possible.

Several devastating hail storms have visited Lancaster county inflicting severe damage over a rather large area. Several tobacco barns have been burned to the ground by lightning, and a large quanity of leaf utterly destroyed.

A Kleinfeltersville dispatch says:—"Hundreds interested in tobacco growing visit the farm of Henry Barkholder, in Cocalico township, Lancaster county, to witness the novel government experiment of raising tobacco under covering. The stalks are touching the covering nine feet above the ground, and many of the leaves are 25 and 27 inches in length and from 15 to 16 inches broad. The experiment is being made with several kinds of tobacco, including Sumatra, Cuban and Havana seed, and about one-third of an acre is under cover. The Havana is only about four feet high, but the leaves are large, of firm texture, dark green in color and very glossy."

Ex-Sheriff Andrew H. Hershey, of the leaf tobacco packing firm of A. H. Hershey & Co., has been disparaged by a local daily paper alleging unscrupulous conduct in office as sheriff of the county several years ago. In the leaf trade ex-Sheriff Hershey is widely and favorably known, and his numerous friends here all regard it as an unjustified and wanton attack inspired by over zealous newspaper men.

Three men named respectively Harry Weaver, Amos Minnick and Lemon Keller, were held for trial at court by Squire Glass, of Ephrata, on the charge of robbing the cigar factory of M. Kinports at Ephrata. One of the men was formerly employed at that factory.

H. Stein, the South Prince street stogie manufacturer, has returned from a several days business trip to Philadelphia and vicinity.

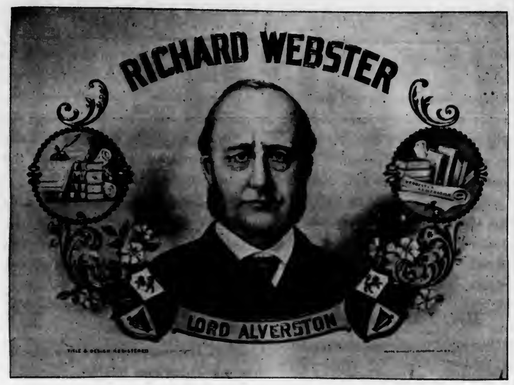
John Slater & Co. report orders coming in very satisfactorily, and every department of their large plant is filled with workmen.

The Inland City Cigar Box Co. report a steady run of orders, which indicates a general improvement with cigar manufacturers in this section.

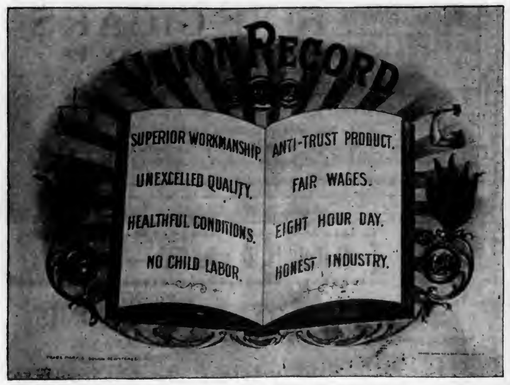
John Zudrell, of Ephrata, expects this week to break ground for a new cigar factory. He has quite an active trade,

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.
C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

which delayed the project now in progress.

Some important changes are likely to occur at one of the larger factories in Ephrata at an early date, the full details of which I am not permitted to report until plans have been fully completed.

The Albright Cigar Co., of Ephrata, are also among the busier factories here, making a special drive on their Union Knight 10c, and Royal American 5c cigars.

Hail Damage in Berks.

Some Injury in the Southwestern Part of the County Last Wednesday—Notes of the Trade.

Reading, Pa., August 22, 1904.

As was reported last week the comparatively small acreage of tobacco which is being grown in this county had escaped damage from the several severe storms passing through here recently, but on Wednesday last, at which time we were visited by the most severe storm experienced in years, the tobacco growing in the southwestern section of the county was somewhat affected, although not seriously. The acreage this year is larger than it ever was before, with every indication of a successful crop.

The cigar industry in this section is quite good. That is to say, the larger factories are nearly all well filled with orders, and only a few smaller ones are complaining. In the vicinity of Womelsdorf, Newmanstown, and Richland the trade is also very fair.

Among the city factories there is none that has had a more uniform business this year than John G. Spatz & Co., who are in receipt of some large western orders.

The Fleck Cigar Co. has been working steadily on its old lines.

J. G. Hansen will place a new product on the market early this fall.

There are signs of steady progress at the factory of E. E. Kahler, on West Buttonwood street.

Lengel & Ernst contemplate bringing legal action on an imitation of their Tulpehocken 10c cigar. A similar package is said to be on the market, containing goods retailing at 5c.

C. M. Yetter has returned from his Western trip, which included a visit to St. Louis, where he has an exhibit of his goods. He is well satisfied with trade conditions.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞ WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Sept. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands.
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"Q--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Without stretching the matter at all, you can say the tobacco crop, as a whole, is simply immense, and you will hit the nail square on the head. The seedleaf in this vicinity shows a tendency to rust a little. I hear some fields have rusted a little, but the axe was laid at the roots before the damage was sufficient to estimate. Mr. Smith Briggs, of North Hatfield, has a fine field of some two acres, measurements of some of the leaves being forty-two and forty-four inches long, and a width in proportion, well above two feet in height. It is a beautiful field to look at. Not much broad leaf is raised here this year, the crop being mostly Havana. A good proportion of the farmers are harvesting their crop, some having cut as high as 8 or 10 acres, others only trying to get the hang of the schoolhouse, so as to start in with the new week. Much of the early set will be harvested during the present week. I will not undertake to tell whose crop is the largest and ripest, for of the early set not much difference is to be seen. The fact is, it is all good.

Our correspondents write:

Feeding Hills, Mass.: "Tobacco is looking fine and cutting has commenced. The hailstorm last week Monday ruined many crops in the adjoining towns of Southwick and Long Yard. Two crops were injured somewhat at Feeding Hills; one of nine acres belonging to the Taylor brothers, and the other to W. H. Granger. These fields were in the edge of the storm."

North Hatfield, Mass.: "Oscar Belden & Sons have some four acres of tobacco in the sheds. F. P. Jones has been cutting his large crop."

Conway: "Tobacco has grown wonderfully the last two weeks and bids fair to be a fine crop. We have had nothing here as yet to injure it, but still we realize there is plenty of time yet to spoil it. If nothing else than such damp, muggy weather, early cut tobacco will be apt to be injured on the poles. A little was cut last week, but the majority will commence cutting this week."

This vicinity (Hatfield) has a fine crop to date, the tobacco being free from worms and grasshoppers; no hail or wind. Two weeks more of good weather will give us the best crop grown here for years. —American Cultivator.

EDGERTON, WIS.

The buying of the new crop in the fields reported from Crawford county, is the absorbing topic of the market this week. While so far the contracts are confined to a single dealer others are on the ground looking over the situation and watching the movements with considerable interest. Matters in cured leaf are very much neglected of late and less trading is reported than at any time during the season. W. T. Pomeroy & Co. report the sale of a 50cs lot of '01 to export, and other transactions are of minor importance.

The first hail to do any injury to the growing crop covered a portion of the Vernon county section during the week, but the damage is not fully known yet.

A few local rains have fallen offering temporary relief but not sufficient to allay the general complaint of dry weather over the greater portion of the tobacco sections of the State. The crop is therefore not making the advancement hoped for, nor is the prospect as encouraging as could be wished.

The harvest has commenced in a limited way in nearly all sections, but soaking rains and warm weather is needed if the late tobacco develops into a satisfactory crop.

Shipments, 200 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipt this week were 856 hhds, offerings on the breaks, 564 hhds; public and private sales, 614 hhds.

The higher grades of the crop seem nearly all sold, judging from the qualities offering.

The market opened strong on Leaf, which was ¼c to ½c higher, but eased off a bit later in the week.

The bottom grades of Lugs about lost the advance of the previous week. Although spinning sorts are scarce, the light colored and light leaf has found more favor than was expected early in the season. American manufacturers could use it to advantage more freely than they do.

The condition of the field crop is less favorable; rains have been partial, and there have been several damaging hail storms. The crop is rather uneven in size, and a portion still small and late. The small crop in the stemming districts foreshadows prices too high next year for full handling of Leaf for the British markets.

QUOTATIONS:

Low Lugs	$3.00	to	$3.25
Common Lugs	3.25	to	3.50
Medium Lugs	3.50	to	4.00
Good Lugs	4.00	to	4.50
Low Leaf	4.25	to	4.75
Common Leaf	5.00	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.50
Fine Leaf	10.00	to	12.00

Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited. York, Pa.

Boveda, Lord Playfair,
All Havana. Seed and Havana.
Nat Wills, Montello,
Five Cent Leaders.
Samples to Responsible Houses.

La Imperial Cigar Factory,

J. F. SECHRIST, Proprietor
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
LEADERS: { York Nick, Uncle Joss, Oak Mountain, Two Cracker Jacks.
Capacity, 25,000 per day
Prompt Shipments Guaranteed.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced Cigars
Red Lion, Pa.

Remember—the MELODIOSO is our Leader.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

TAYLOR-WEBB & CO. IN DIFFCULTY.

The Taylor-Webb & Co. tobacco growing firm at Nacogdoches, Texas, is in financial difficulty. The cut tobacco in the barn and five acres in the field was recently sold by the sheriff to satisfy a judgment obtained by Henry Miller, when $350 was realized. Representatives of Taylor-Webb & Co. have abandoned the growing crops, and many claims are being filed against the concern.

THE TOBACCO CROP.

The Acreage as Compared with Last Year—More Shade Grown.

The accompanying table by the Bureau of Statistics of the U. S. Department of Agriculture shows the tobacco acreage as compared with that of last year and the condition of the crop by types or districts, according to the classification of tobacco producing areas recently adopted by the Bureau.

Among the sections producing cigar types Florida and Ohio report an increased acreage. The increase in Florida is due entirely to the larger area planted in shade grown tobacco, as the sun grown crop of this State is 10 per cent less than that of last year. The largest reduction of acreage is reported from New York and Wisconsin, while New England and Pennsylvania report a reduction of less than 10 per cent.

The few counties in Virginia producing sun cured tobacco report an increase, while all other sections producing chewing, smoking, snuff and export types report a decrease. The preliminary statement of the Bureau indicated a slight increase in the Burley district, which is composed of certain counties in Kentucky, Ohio, Indiana and West Virginia, but later reports since planting was finished show a decrease of 3 per cent. The greatest reduction in acreage has been in South Carolina and in the eastern counties of North Carolina. The Dark tobacco sections of Kentucky, Tennessee and Virginia also report a marked reduction.

Cigar Types.	Per cent of last year's acreage	Condition
New England	93	95
New York	69	91
Pennsylvania	91	91
Ohio—Miami Valley	102	92
Wisconsin	79	86
Georgia—Decatur county	92	83
Florida—Gadsden county	119	89
Chewing, Smoking Snuff and Export Types.		
Burley District—Kentucky, Ohio, Indiana and West Virginia	97	84
Regie or Dark—Kentucky	70	87
Regie or Dark—Tennessee	67	87
Virginia Sun Cured	104	85
Virginia Dark	76	86
Bright Yellow—Virginia	84	88
Bright Yellow—North Carolina old belt	89	90
Bright Yellow—North Carolina new belt	31	74
Bright Yellow—South Carolina	29	84
Maryland Export	97	88
Eastern Ohio and West Virginia Export	97	94
Perique—Louisiana	98	95

Business Changes, Fires, Etc.

Arkansas

Little Rock—Mrs. Mary Freese, of Sparks & Freese, cigar mfrs., dead.

California

San Francisco—Schwartz & Coggins, cigars and tobacco, attached, $122.

San Luis Obispo—C. S. McCormick, cigars, tranferred assets.

Idaho

Kendrick—C. C. Chase, cigars, etc., damaged by fire.——T. P. Lorang, mfr. and retail cigars, fire damage; insured.

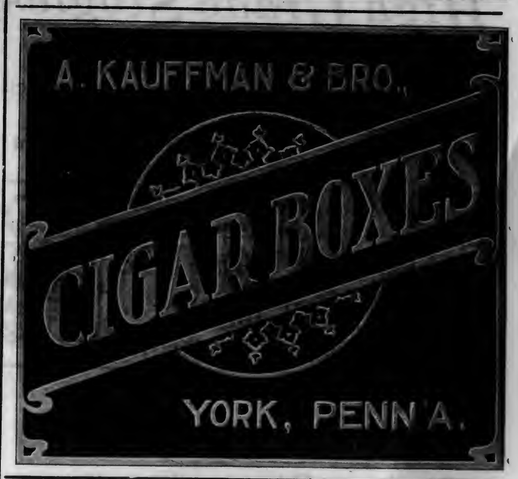
R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID CUBAGE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.



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Cigar Box
Manufacturer
Dealer in
Cigar Box Lumber,
Labels,
Ribbons,
Edging,
Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Hopkinsville, Ky.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
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Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1895—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
AKRON, PA. Correspondence Solicited

JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Mohler—J. Billips, cigars, etc., deed, $7,750.

Illinois

Chicago—Mrs. Mary George, cigars, sold out.

Indiana

Fort Wayne—Geo. W. Roach, cigars, sold out.

Iowa

Davenport—Fred. H. Ruhl, cigars, succeeded by Houbner & Hayes.

Massachusetts

Fall River—W. C. Hindle, cigars and tobacco, sold out.

Minnesota

Grand Rapids—George Booth, cigar mfr., judgment, $166.

New York

Fort Plain—J. A. Secoy, cigar mfr., succeeded by Oscar Wock.

Gloversville—Hugh McDonald, cigars, chattel mtge., $200.——Thos. Vill, cigars, succeeded by Vill & Place.

New York City—Egyptian Amasis Cigarette Co., burned out; insured.——Abraham Kaltman, retail cigars, damaged by fire; insured.

Ohio

Dayton—The H. C. Mahrt Cigar Co., mfrs., mtge. $19,500 canceled; real estate mtge. refiled, $5,000.

Pennsylvania

Bellefonte—E. C. Nearhood, cigars and tobacco, judgment, $500.

Scranton—Becker Bros., mfrs. and retail cigars, suit, $141.

Tennessee

Nashville—Imperial Cigar Co. (not inc.) change in ownership.

Texas

Fort Worth—J. A. Starling, wholesale and retail cigars, sold to Coleman & Co.

Utah

Salt Lake City—Ball Cigar Co., discontinued.

Virginia

Richmond—Hagan-Dart Tobacco Co. (not inc.) will discontinue Sept. 1.

Washington

Colfax—H. Langdon, cigars, deed, $170

Seattle—J. O. Bear, cigars, sold out to A. McKenzie.

Spokane—C. K. Monford, cigars, sold out to F. A. Millis.——O. L. Taylor, cigars, etc., burned out; insurance, $650—Charles H. Voss & Co., wholesale and retail cigars, E. J. Voss, individually, deed, $1,750.

Tacoma—J. P. Sheriff, cigars, etc., deed, $2,200.

Wisconsin

Milwaukee—August Hartman, cigars, etc., bill of sale, $1.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*
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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT, KING DUKE GRANULATED
KING DUKE CUT PLUG, SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
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CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

PARMENTER WAX-LINED
COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

GLYCOSINE
550 Times Sweeter than Sugar
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

GEORGE W. McGUIGAN
Red Lion, Pa.
Maker of High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 150,000 per Day. Prompt Shipments Guaranteed.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
Le Droit Building, WASHINGTON, D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT, Manufacturers, 814-826 Lawrence St. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. Akron, Pa. Telephone Connection.

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Goods Sold Direct to JOBBERS and DEALERS.

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All Fine Work

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ESTABLISHED IN 1881
Vol. XXIV., No. 35.

PHILADELPHIA, AUGUST 31, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

SPECIAL SALE

of

Domestic Leaf Tobacco

For one month—August 25th to September 25th, 1904—at my warehouse,

No. 3 Tobacco Ave., Lancaster, Pa.

the following lots of *EXCEPTIONAL TOBACCOS* will be offered:

One Thousand Cases 1903 Pennsylvania Broad Leaf
One Thousand Cases 1902 Zimmer Spanish
Five Hundred Cases 1902 Pennsylvania Broad Leaf
Five Hundred Cases 1902 Fine Wisconsin Binders
Four Hundred Cases 1901 Pennsylvania Seed Leaf
Two Hundred Cases 1902 Pennsylvania Broad Leaf Filler
Two Hundred Cases 1903 Pennsylvania Havana Seed Binders and B's
Two Hundred Cases 1903 Gebhart
Two Hundred Cases 1901, 1902 and 1903 Dutch
Two Hundred Cases 1901 Zimmer Spanish
Two Hundred Cases 1901 Fine Wisconsin Binders
Two Hundred Cases 1901 Fine Wisconsin B's
One Hundred Cases 1902 Pennsylvania Havana Seed
One Hundred Cases 1900 Pennsylvania Havana Seed
One Hundred Cases 1901 Onondaga B's
Thirty-five Cases 1899 Pennsylvania Broad Leaf

This Tobacco is of the *Finest Grades and Quality,* must positively be sold within the next sixty days. *Terms and Prices will be Right.*

For further information address

S. L. JOHNS,

Wholesale Dealer and Packer of Leaf Tobacco,

McSherrystown, Pa.

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the food you buy
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

SMOKE
VETTERLEIN BRO'S
SABOROSO
PHILADELPHIA
GIGARS
PHILADELPHIA 5¢ BOSTON

Reserved.

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GUMPERT BRO'S. Manufacturers
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ALLEN'S NAPOLEON 5¢ CIGAR
CHANNING ALLEN & CO
Manufacturers of
FINE CIGARS
419 Locust St.
PHILADELPHIA!
Factory No. 909. Bell Telephone 4886-A.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAVING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

E. E. KAHLER
READING, PA.
MANUFACTURER OF
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

Factory 1839.
Peachfuzz
W. K. GRESH & SONS, Makers, Norristown, Penna.

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The Farmers' Gloom.

THE GLOOM into which many tobacco growers have this year been thrown by the serious and extensive damages to their growing tobacco crops in nearly all of the cigar leaf producing States is pathetic, and from all accounts the storms which have passed over several of the tobacco growing districts this year have been the most destructive in years, simply because they came at a time when the crops could be most damaged by hail. Nearly every year we have some hail, but the area of its destructiveness has usually been smaller. The hardship falls heaviest upon the tenant farmer, and he is deserving of the most sympathy, because it so perceptably reduces his resources and more or less blights his expectations. The tiller of the soil naturally must take his share of chances in courting success.

Manufacturers, merchants and others may be able to see ahead, and to some extent prepare for storms, while a farmer cannot foretell the action of the elements, yet it has been the experience that to one year of killing hail, drouth or flood there are often five and sometimes ten years during which no disasters of that kind are inflicted. Therefore there is another and wholly different side to the question. He should not overlook the fact that it has been estimated with reasonable accuracy that only five per cent of the merchants and those engaged in various callings attain what is called success in life, and there should be much consolation in the fact that upon the whole his chances are no more hazardous. The proportion of successful farmers is vastly greater than the proportion of successful men of business, mercantile, manufacturing and others; and, although the tobacco farmer may sometimes think he has more difficulties to meet than his brother farmers, when fortune does come to him, she usually comes with full hands.

Tobacco and Baldness.

IT WAS P. T. Barnum who was first credited with the theory that the world loves to be humbugged, and now some doctors appear to entertain a similar opinion.

If we could get the dicta of all of them together, and govern ourselves accordingly, nobody would ever eat or drink again. Only a few years ago newspapers were well filled with declarations that the tendency of civilized life is to make men, and perhaps women, bald, and that it would not be long until the whole race would be born and remain bald as door-knobs. But the stupid notion died an early death, yet now, some said-to-be eminent London physician has proclaimed the doctrine that baldness is one of the fruits of tobacco using, and has created a new crusade against one of the chief objects for living, and like most other crusades, it will in all probability end in disaster to the crusader. Now and then there is a man with so much acrid humor in his secretions that tobacco, outraged, refuses to make friends with him, and this doctor must be one of these. To most men tobacco brings soothing, comfort, hopefulness, and even surcease of sorrow, and they will indignantly resent this insidious assault on one of the few things that really help to make life worth living.

They not only resent the spirit of the crusade but they will assail its basis in fact, and demand to know why it was that, long before Sir Walter Raleigh learned of the Virginian product, Julius Ceasar and the prophet who fed bears with little boys were both bald, and both seemed to be somewhat ashamed of it. They will insist that a doctor who has any claim to eminence would better devote his strength to finding cures for ills—toothache or corns, for example—than to bringing false charges against the chiefest cheerer of the downcast and comforter of the disappointed.

MR. J. B. BUDDING

J. B. BUDDING,
Cigar Manufacturer, of York, Pa.

AN ACTIVE and progressive system in any industrial pursuit, and particularly in cigar manufacturing, when based on a principle of strict integrity, is sure to bring about a fair measure of success, if backed with a reasonable amount of capital. We have a striking illustration of this fact in the highly successful career of J. B. Budding, of York, Pa., who is one of the pioneers in the cigar trade in that county. He has placed upon the market some of the best known brands of domestic goods, and the reputation which he has gained will be a lasting benefit both to himself and to the industry of his section.

In a spirit of much enterprise Mr. Budding has placed a special exhibit of his product at the World's Fair in St. Louis, which we have learned is attracting its well deserved share of attention from visitors. In fact, he has gone to greater expense in preparing his exhibit than many of his competitors, again setting them the example of his well known enterprise. It is masterstrokes of energy and enterprise which merit one's ultimate success in life. Mr. Budding is well known, not only in the cigar trade, but among business men generally. He is a resident of Yorkana, an attractive inland town, where he has a delightful residence in one of the most attractive spots in the county. He, of course, makes frequent and regular visits to his factory at York, giving his business interests there a large share of his personal attention.

Mr. Budding began his business in 1878, and has progressed steadily ever since. Among his patrons are many of the best known and largest cigar distributing concerns in the county, to some of whom he has supplied his product for a great many years.

During his long and successful career he has placed upon the market various brands which have had a continuous and steady sale. Among them are the following: El Dignidad, Monarch, Don Florie, Joseph Reed, Samuel Smiles, Royal Lace, Flor de Pelham and Patrick Henry.

The two great specialties now are the Joseph Reed and Patrick Henry brands. The Joseph Reed is an exclusively high grade cigar, retailing at 10c. It is made up in four sizes, going to the trade at $60 per thousand. The Patrick Henry is the leader in 5c goods, and is made up in six sizes, going to the trade at $35, less the usual cash discount, of course.

Mr. Budding is encouraging dealers catering to fine trade to place sample orders, feeling confident that the product he is offering will secure a good share of continued patronage, and he says all goods are sold under a strict guarantee. Furthermore, he has always argued that his interest in maintaining the standard of his product is a further guarantee of the quality and workmanship.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
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322 and 324 North Third Street, Philadelphia

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Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

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Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

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SUMATRA and HAVANA
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231 and 233 North Third Street,
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Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
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Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

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224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

PHILADELPHIA RETAILERS' ASSOCIATION MEETING.

Cheerful News Received and a Spirit of Greater Hopefulness Prevails.

Exhibition Prospects Promising.

THE regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association of Philadelphia was held last Thursday evening at Association Hall, 1305 Arch street. The attendance, owing, it is believed, to the fact that it was the very height of the vacation season, was rather small, but the proceedings proved highly interesting and seemed also to have an encouraging effect upon all present. In the absence of President Tuck, and First Vice-President Klindworth, Second Vice-President J. Gabriel occupied the chair. Secretary Halfpenny had been through a hard day's work as a marcher in the ranks of the P. O. S. of A. boys, who were that day on annual parade as a fitting finale to the yearly convention of the organization in the State of Pennsylvania which was this year held in Chester. Although necessarily fatigued, he showed by his presence his unswerving loyalty to the cause of the local retailers.

The all absorbing topic of the evening was the approaching convention and exhibition of independent goods. It was only an informal report that was made by Chairman Boch of the Convention Committee, but it was eagerly listened to, and in fact it was agreeably astonishing to note the progress that has already been made, with every indication of it being a notable success.

It is the hope of the committee to have not less than seventy-five exhibits. Of this hoped for number twenty-eight exhibits are already practically assured, several manufacturers taking a double space.

The committee is now engaged in sending out its second notice, and urging every one addressed to make some reply and give an expression of opinion, even should they not decide upon an exhibit, in the hope that the committee might gather some data or information that might be found useful possibly at some future time.

At the suggestion of chairman Boch a vote of thanks was extended to Mr. Jas. Steel, son of the late Robert Steel, who is in charge of the business, and who has evinced a deep interest in the welfare of the association, it having been announced that by his influence several exhibits had been secured, and especially that of E. A. Condax & Co., manufacturers of high grade Turkish cigarettes, and Arguelles, Lopez & Bro., the well known clear Havana cigar manufacturers of New York and Tampa.

In grateful acknowledgment of an encouraging letter received from that veteran tobacco jobber, W. H. Banton, the thanks of the meeting were voted to him. Mr. Banton assured the members of the association that his hearty sympathies were with them, and that he would use his best influence in their behalf.

A vote of thanks was also given to T. H. Hart & Co., of this city, who have manifested an earnest effort for the retailers' association.

Frishmuth Bros. & Co. will have an exhibit of their various brands.

The Porto Rico products of the Cayay-Caguas Tobacco Co. are also to be exhibited.

To Otto Eisenlohr & Bros. is given the credit of having been the first to file application for space in the proposed exhibition. They were followed closely by Vetterlein Bros., and soon by a number of others, both local and out of town manufacturers of cigars and also of tobacco, including several who have recently started operations.

When Mr. John Longstreet, President of the R. A. Patterson Tobacco Co., was in the city last week, he assured Chairman Boch that he would furnish four jubilee singer who will in all probability help to enliven the occasion and aid in attracting attendance.

Officers of the United States Tobacco Co. have also interested themselves and are endeavoring to secure ex-State Senator Salter, of Massachusetts, who has been so antagonistic to monopolistic principles in Massachusetts, to address the convention, and that will be an excellent drawing card.

After having listened attentively to the reports just referred to, the members were informed by Secretary Halfpenny that a number of new applications for membership had been received, and all were favorably acted upon.

The following letter is a specimen of those received:

Philadelphia, July 28, 1904.

Mr. J. E. Tuck, Pres.,
Retail Cigar and Tobacco Dealers' Ass'n.,
Philadelphia, Penna.

Dear Sir:—If we are eligible for membership in the Retail Cigar and Tobacco Dealers' Association, we would be very glad to join, and enclose herewith check for admission fee, which we understand is $2.

We have been pleased with the manner in which your Association has combatted the commands of the Trust, viz. that jobbers shall not handle goods of independent manufacturers.

When we undertake to assail the liberty and independence of every retailer (as well as every consumer) through the jobber—by declaring that they have no choice as to what goods they shall handle or how they shall run their business—it is only a short step to the point of assuming ownership on our own terms.

The consumer is the friend of the retailer and depends upon his judgment largely as to what are the best brands; and every retailer knows that he holds certain trade only by supplying some particular brand that his neighbor does not carry, and upon this one thing depends his hope of existence in business. If the retailer was confined to Trust goods only, he would thereby become a slave of the Trust to do their bidding, and if he would refuse their demands they would refuse to supply him and could establish some favorite next door, and by this means rob him of his trade which it may have taken years to establish and is his means of livelihood.

Always hold the club in your own hands and do not permit yourselves to be hoodwinked and your rights of manhood taken from you.

Wishing your Association every success in the good work they have instituted in behalf of liberty, we beg to remain, Yours very truly,

ASLAN-ROSE CO.,
J. K. P. HYSLOP, Manager.

Among the large number of letters received from various members of the trade is the following, which no doubt will find many interested readers:

New York, Aug. 26, 1904.

Mr. J. E. Tuck, President Retail Cigar and Tobacco Dealers' Association, Philadelphia, Pa.

Dear Sir:—Your circular of the 5th instant, relative to exhibition, at hand, and contents carefully noted.

I am very much pleased to see so much enterprise on the part of the dealers, and believe you will be very successful, and will see if I can not do something to help the affair along.

Although I have no goods to exhibit myself as yet, I may, and hope to, have before the exhibit opens.

With best wishes for your success in every way, I remain, respectfully,

ROBERT E. LANE.

E. B. Bowen, formerly representing Marcus Feder, of Cleveland, O., forwarded his resignation as a member of the association, saying that he felt he was no longer entitled to membership, having lately joined the selling forces of the American Stogie Co.

The meeting was then adjourned until the Fourth Thursday evening in September.

• • •

TURKISH FAIRYLAND FOR SMOKERS

NOTARA BROS., INC., the well-known Turkish and Egyptian cigarette manufacturers of New York city, opened a very pretty store at 1120 Chestnut street, the latter part of last week. A Turk, in his Moslem costume, seated in the window and vigorously rolling cigarettes, kept an interested crowd about the store every day. The interior of the store is beautiful. Rich Oriental drapings form a peaked roof overhead; tapestries adorn the walls, while the floor shows a profusion of rugs and Eastern furniture. Notara Bros. had similiar stores on Chestnut street some years ago, and they attracted much attention and patronage at the time. The Egyptian Nectar is the brand made and handled at the present store.

• • •

Among the Retail Trade.

E. J. Wallis, the popular manager of the M. J. Dalton Cigar Company's store at Thirteenth and Chestnut streets, has returned from a vacation trip to Boston, Troy, Saratoga and New York. Mr. Wallis started last week, in company with his wife, for Boston, on the steamship Grecian, from this port. The return trip was made by rail.

Retailer Haug, of Ninth street above Market, is enjoying a large patronage on his new "Patrons" cigar. The box-label of this cigar contains photographs of twenty-four of his principal customers. Haug's Smokery is a rendezvous for business men of that section, and the brand was brought out in their honor.

Yahn & McDonnell, of Fifteenth and Chestnut streets, have gotten out a new cigar, styled the Y. & M. It has become the firm's leading domestic Panatela, and is a rapid seller. The firm is also doing an excellent business with the La Cruz Roja, one of their leading imported cigars.

Moore's Second and Market streets cigar store is advertising the Amoria domestic high-grade cigar. The cigar has a grayish wrapper, and has a tempting look to the smoker of ten cent cigars. Good Fellows is their leader in the line of nickel goods.

President J. E. Tuck, of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, has concluded his summer's stay at Atlantic City, and has gone for two weeks to Lancaster county, to superintend the work at his factory.

Joseph Way, on Market street above Eleventh, has found in his new Mask and Wig cigar his leading seller, and it is now being pushed into prominence. Way's Mexican, a dark cigar, has also achieved success.

Jacob Weiner's Sons, importing grocers at Sixteenth and Chestnut streets, have a large window display of La Alceda cigars, which brand was made especially for them.

Among the visitors to the city this week were J. B. Wertheim, of Lovera & Co., Mr. Wolf, of Jose Fernandez y Ca., and Mr. Jacobs, representing Samuel I. Davis, of New York and Tampa. Wm.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Bushell, who represents Lovera & Co. and E. M. Schwartz, comes up to Philadelphia from Atlantic City every day to visit the trade.

Prince Bros., manufacturers and retailers, late of Seventh street near Market, have removed to Eleventh and Wharton streets, where they will continue their business.

M. Gurevitz, manufacturing retailer of high grade union made cigars on North Ninth street, has special calls for the Trade, Satisfaction, and Kauffman's Special cigars.

The Terminal Cigar Store is handling a fine and varied stock of goods, including the Princess Lousia, Cuban Opera House, Saboroso, Imperiales, and Lake Lily cigars.

A. H Laurer, the retailer at Eighth and Walnut streets, is now handling the Business Girl, Latonia, John C. Calhoun and Rosa Alpina cigars.

Vendig's cigar store, at Twelfth and Market streets, has a fine stock of Cuban Planter, Manuel Victor Alphonso, and Las Tendencia cigars.

A dealer on Market street advertises "Pipes to fit all faces."

D. J. Alvarez, the manufacturer, of Second street near Chestnut, is prominently displaying his La Francis and El Delirio cigars.

H. E. Broomall, of Thirteenth street below Chestnut, is making a feature of Broomall's Havana Special and the Gen. Custer cigars.

The Lowengrund cigar stores have pretty window displays of the Idora cigar, which is offered at a special price.

Godfrey S. Mahn's store, at Eleventh and Chestnut streets, is advertising "A new crop of Mexican Perfectos."

The M. J. Dalton Cigar Co's store at Thirteenth and Arch streets is displaying the Victor and Corona cigars.

The Machler Cigar Co. is now busy with its Albert H Ladner and other popular brands of cigars.

M. Goldberg, the Seventh and Arch streets dealer, is making a display of the Kawana brand of cigars.

B S. Smith, on Filbert street above Broad, has a big window display of his Arbor Vitae cigars.

Yahn & McDonnell are handling a new cigar called La Serenitas, a fine medium smoke.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

J. MAHLON BARNES CO.

MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE.
Our Business Basis { HIGHEST WAGES TO THE WORKERS; GREATEST VALUE TO THE CONSUMERS.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

C. S. COOPER,

Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS

Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.

ERIE SPECIALTY CO., Erie, Pa.

OUR TWO BIG SELLERS

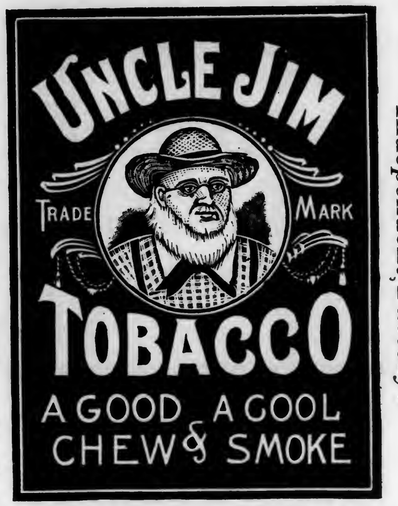
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,

Manufacturer of
Fine Cigars

Factories No. 34 and No. 1596,
East Prospect,
Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

ADEN BUSER

MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

B. F. ABEL,

HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
No. 240 Arch Street, PHILADELPHIA.

Importers of Sumatra Tobacco
Cable Address: "Hirsch."
Joseph Hirsch & Son
H. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

FRAZIER M. DOLBERR G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

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Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MORE THAN FOURTEEN THOUSAND BALES SOLD

Heavy Demand for Vuelta Abajo Colas, at Advancing Prices—Movements of Tobacco Buyers—Gossip of the Warehouse and the Factory,

HAVANA, August 22, 1904.

During the past eight days our market has been exceedingly active, sales reaching the high-water mark in the number of bales turned over, although not in value, as nearly one-half of the quantity consisted of colas of Vuelta Abajo, which were in excellent demand by the local cigarette factories. Prices for these grades have advanced fully 60 per cent since the beginning of the crop year, as the first sales were made at $10 per qq., and the last transactions for the same style obtained $16 per qq. Now holders are asking from $18 to $20 for all grades that have any quality, although it remains to be seen whether the cigarette manufacturers will continue to show the same anxiety to augment their stocks. The Trust, through one of its companies here—The Cuban Land and Leaf Tobacco Co., has been the heaviest buyer, while one independent factory is said to have acquired 3,000 bales. There has been a good demand by the buyers from the United States for factory vegas of Vuelta Abajo and Partido. Prices of prime goods are hardening and the tendency is upward, only nondescript vegas are still to be had at low figures, and in order to find takers owners are willing to meet purchasers. A few lots of old Remedios and low grades of the new crop were sold, the former for the American market and the latter for export to Germany.

While it is still too early to know anything positively as regards the quantity of the 1904 crop, a comparison shows, however, that while the totals this year up to August 20th amounted to 214,620 bales, the totals last year up to August 22d, 1903, amounted to 211,047 bales, indicating an increase of 3,573 bales.

There are only two conclusions possible: either the crop this year has been very much over-estimated, or receipts must prove heavier during the balance of the year.

Sales

amounted to 14,360 bales in all, or 9,845 bales of Vuelta Abajo, 3,224 of Partido, and 1,291 of Remedios. American buyers have taken 5,341 bales, local cigar and cigarette manufacturers, 7,269, and European buyers, 1,250.

Buyers Come and Go.

Arrivals:—Nicholas Gonzalez, of Gonzalez, Mora & Co., Tampa and Chicago; G. W. Nicholas, of G. W. Nicholas & Co., Key West and New York; W. J. Hazlewood, of Leopold Powell & Co., Tampa and New York; Francisco Fleitas, of S. Fleitas, Key West; H. Anton Bock, of H. Anton Bock & Co., New York, and of Caro & Co., Tampa; M. Fernandez, of M. Fernandez Bros., Jacksonville; George F. Aarons, of Elias Aarons & Bro., New Orleans.

Departures:—Luis Cantor and Norberto Cueva, for New York; S. Ruppin, for New York via Key West; A. Nistal, for Tampa; E. Wedeles, for Chicago; M. Fernandez, for Jacksonville.

Havana Cigar Manufacturers

are doing a steady business, and while there is a slight improvement the same is not yet pronounced enough to be noticeable in all of the factories. Germany is the best customer for the present, and Great Britain is beginning to show more interest; only the call from the United States in larger quantities has to come yet to give more widespread activity in our factories. The consumers of Havana cigars in such countries as the Argentine Republic, Chile, Australia, etc., are, however, sending fair sized orders. The independent factories which are doing a good business are H. Upmann, Partagas, Ramon Allones, Crepusculo, Sol, El Rico Habano, La mas Fermosa, Punch, etc.

Buying, Selling and Other Notes of Interest.

H. Upmann & Co. bought 1,600 bales last week, of which 1,200 bales consisted of Vuelta Abajo for their factory, while the balance was designed for export to their customers. They shipped 600,000 cigars. The most important sellers during the past week were:

Suarez Hnos.	1,500 bales.
Bruno Diaz & Co.	1,200 "
Antonio Suarez	1,041 "
G. Salomon y Hnos.	746 "
Aixala & Co.	659 "
Muniz Bros. & Co.	650 "
Jose F. Rocha	600 "
Jorge & P. Castaneda	500 "
Sobrinos de A. Gonzalez,	450 "
Fernando Fernandez y Hno.	400 "
Jose Menendez	350 "
Sobrinos de V. Diaz	300 "
M. Garcia Pulido	255 "
Jesus Pando	236 "
Gonzalez, Benitez & Co.	180 "
Rabell, Costa & Co.	114 "

J. Vales & Co., of the La Eminencia cigarette factory, have purchased 3,000 bales of Vuelta Abajo colas.

Emil Wedeles, of Chicago, left well satisfied with the number of bales secured for his firm of Wedeles Bros., and which consisted of 450 bales of Vuelta Abajo and Tumbadero leaf. He expects to return here in about two months.

S. Ruppin appeared in our market like a meteor, and after purchasing about 600

ESTABLISHED 1844
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HAVANA, CUBA.
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SHIPPERS OF CIGARS and LEAF TOBACCO
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INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
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Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
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FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

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Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

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Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

ANTONIO SUAREZ

S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA,

Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "Jedesa."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama
PRADO 123,
Cable: Onileva. *Habana*

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgon. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,

(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

bales of all kinds of leaf he left for Key West to call upon his customers there. This is his fourth visit to Havana during the year.

G. W. Nicholas has selected 438 bales of Vuelta Abajo leaf. He was accompanied by Mr. Artolazaya, the manager of the Key West factory.

H. Anton Bock expressed his satisfactioa with the 1904 crop, and while he has not closed his purchasing trip, he has secured some of the cream of the Tierra Llana vegas of the Vuelta Abajo for his Tampa factory of Caro & Co. and also for his New York house.

W. J. Hazlewood, who could formerly buy 5,000 bales of Remedios, register them, and leave within a week, says that the buying of tobacco for his firm of Leopold Powell & Co. is a harder problem to solve and needs more time and study, but after posting himself thoroughly in the city, as well as in the country, he has made some fair sized purchases.

Mendelsohn, Bornemann & Co. are active in our market, buying and selling regular quantities of all kinds of leaf. They increased their stocks by 500 bales, of which they at once turned over 200 bales to their customers.

Joaquin Hedesa made some good sales in Key West during his recent trip to that city, and he is still hard at work upon his packing of Artemisa tobacco at 102 Escobar street, and which he does not expect to finish until the end of September.

A. Pazos & Co. shipped 206 bales per steamship Mexico, and made some good sales of the wrapper vegas to several factories here. They have purchased and received some of the best Tierra Llana vegas of the Vuelta Abajo last week—about 250 bales.

Voneiff & Vidal Cruz have made some good sales to their customers of late, while they continue to work with full forces in their various escojidas, which activity will not be finished for some time. In the meantime, however, they hold a good selection of completed vegas at their warehouse, for the disposal of customers.

Receipts From the Country

	Week Ending Aug. 20. Bales	Since Jan. 1. Bales
Vuelta Abajo	13,818	134,557
Semi Vuelta	979	8,924
Partido	1,800	41,105
Matanzas	—	185
S. Clara & Remedios	3,846	29,261
Santiago de Cuba	100	588
Total	20,543	214,620

PATENTS RELATING to TOBACCO, Etc

767,675 Receptacle for burned and unburned matches; Harry S. Alexander, Richmond Hill, N. Y.

767,626 Cigarette making device; Albert E. Buckingham, Oakland, Cal.

767,801 Tobacco pipe; Wm. Disch, New York City.

767,804 Mouthpiece for pipes or cigar holders; Charles Elkin, Jr., Jersey City, N. J.

768,007 Smoker's accessory; Julius Weissenstein, New York City.

767,620 Combined cigar wrapper cutter and rolling table; John R. Williams, East Orange, N. J.

768,508 Tobacco pipe; Franklin H. Bowly, New York City.

768,444 Tobacco pipe; Jas. D. Freeman, Kalamazoo, Mich.

768,238 Machine for inserting cotton in cigarette wrapper tubes; Srul D. S. Rakowitzky, Vilna, Russia.

768,164 Match scratcher; Clarence R. Wilson, Bossburg, Wash.

J. C. Kolb, Camden, N. J.

About twelve years ago J. C. Kolb first established himself as a cigar dealer at 208 E. Market street, Camden, N. J., and later removed to his present location at Second and Market streets, where he is continuing to push forward his special products of cigars, the leader being his Havana Blossom, a five cent cigar that has become a veritable pass word among Camdenites. He occupies a commodious brick building in which he has both a factory and retail store. Ten cigarmakers are employed, while Mr. Kolb attends personally to the selling department and factory. The retail department is in charge of David Lloyd.

Mr. J. C. Kolb.

Mr. Kolb has shown in his career an indomitable will to succeed in his undertaking and has crowned his ambitions with success by force of energy and constant perseverance. It is said for him that a successful introduction of his product invariably means a permanent customer, and so his business grew by gradual advancement year after year to higher level of perfection and attainment. In the retail department Mr. Kolb does not supply his own products exclusively, but naturally gives them every possible preference.

Special Sale of Tobacco.

More Than Five Thousand Cases of Choice Domestic Leaf.

A special sale of over 5,000 cases of domestic leaf tobacco is offered by S. L. Johns, the well known packer of leaf tobacco at McSherrystown, Pa. This sale will continue from August 25 to September 25 at the Lancaster warehouse, No. 3 Tobacco avenue, where full lines of samples are now on inspection, and Mr. Johns informs The Tobacco World that the goods must positively be sold within the next sixty days. This tobacco he states is all of the finest grades and quality, and will be sold at prices and terms that are right. Among the tobacco is a lot of 1,000 cases 1902 Pennsylvania Broad Leaf Filler, 1,000 cases 1902 Zimmer Spanish, 500 cases 1902 Wisconsin Binders, 500 cases 1902 Pennsylvania Broad Leaf, 400 cases 1901 Pennsylvania Seed Leaf, 200 cases 1902 Pennsylvania Broad Leaf Filler, 200 cases 1903 Pennsylvania Havana Seed Binders and B's, 200 cases 1901 Zimmer, 200 cases 1903 Gebhart, 200 cases 1901, '02 and '03 Dutch, 200 cases 1901 Fine Wisconsin Binders, 200 cases 1901 Fine Wisconsin B's, 100 cases 1901 Onondaga B's, 100 cases 1900 Pennsylvania Havana Seed, 100 cases 1902 Pennsylvania Havana Seed, and 35 cases 1899 Broad Leaf. Full and detailed particulars can be had by addressing S. L. Johns at his main office at McSherrystown, Pa.

J. F. ROCHA & CO.

S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez

B. DIAZ & CO.

Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama
Cable: Graplanas. Estrella 42, Habana, Cuba.

CHARLES BLASCO,

COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

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142 and 144 Consulado Street, HABANA.
Cable:—Reform.

HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco,
and COMMISSION MERCHANTS.
Monte 156, Cable—"Calda." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco. New York 144 Maiden Lane. Amsterdam. Frascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Established 1840. Cable "Nargil.
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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ELIOT SMITH
NEW YORK

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Established 1888.
Telephone, 4027 John.
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J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

TOBACCO NEWS OF GREATER NEW YORK

THE LEAF MARKET.

During all the last week out of town buyers were still arriving here, and the activity of the market was well kept up. The banner sale was one of 1,600 cases Connecticut Broad Leaf to one jobbing house in the West. The 1901 Wisconsin and 1903 Pennsylvania were also bought of quite heavily, the transactions in domestic leaf aggregating several thousand cases.

The Sumatra market is characterized as quiet but steady, and importers generally seem to be well satisfied with this branch of the trade.

There was no special activity in Havana, yet a fair trade is reported, Remedios being in a very fair demand.

• • •

CUEVA'S RETURN.

Norberto Cueva, of F. Miranda & Co., Havana importers, at 222 Pearl street, returned last week from a several weeks' stay in Havana, during which time they received considerable tobacco of the new crops at the Havana branch of the firm.

• • •

BUTLER BOUGHT UNIVERSAL BRANDS.

The only bidder at the sale of the assets of the Universal Tobacco Company under the approval of the Court of Chancery of New Jersey, held at the offices of the company, 234 East Forty-Third street, this city, last Friday, was W. H. Butler. Mr. Butler and his friends have been in control of the Universal Tobacco Co. and the Commonwealth Co. since their inception

The well known Pall Mall brand of Turkish cigarettes, together with advertising matter, etc., was bid in by Mr. Butler for $60,000. St. Leger, little cigars, brought $10,000; Sovereign, domestic cigarettes, brought $2,500; John Anderson and Solace, smoking and chewing tobacco brands, was knocked down at $600.

383 shares of the capital stock of the United Machine Company, a corporation organized under the laws of the State of New Jersey, was bid in by Mr. Butler for $15,000.

At the conclusion of the sale Mr. Butler said: "All I can say is that I have purchased the assets of the Universal Tobacco Co., that is, the assets offered today. I will not be in a position to make any statement as to our plans in side of a month. The business of the company will be pushed more aggressively than ever before."

The price realized for the various assets at yesterday's sale forms a striking contrast to the $10,000,000 capital stock of the company, which was incorporated under New Jersey laws in 1901. The company was apparently formed for the purpose of taking over a number of tobacco companies, but most of these were absorbed by the trust. Charges of mismanagement were brought against the company, and subsequently it became so involved in litigation that a liquidation of its affairs was the only remedy in the matter.

• • •

A BOOKKEEPER'S MISDEEDS.

Louis Bense, who for the past eighteen months has been a bookkeeper in the employ of Y. Pendas & Alvarez, clear Havana cigar manufacturers, at 209 Pearl street, was placed under arrest last week charged with forgery. His misdeeds are believed to have been going on for only for [a short time and were discovered early last week. He was held in $7,500 bail by Magistrate Whitman of the Yorkville Police Court.

• • •

BIG SALE OF CONNECTICUT.

E. Rosenwald & Bro., of this city, sold a packing of 1,600 cases 1903 Connecticut Broad Leaf to Weinheimer & Opp, the well known dealers of St. Louis. The purchase includes some of the choicest wrappers that the market affords.

• • •

I. Latzar, of Chicago, who has entered the leaf brokerage trade, was a recent visitor to New York.

• • •

Benno Neuberger, of E. Rosenwald & Bro., returned to the city last week, after a two weeks' sojourn at Saratoga, N. Y.

• • •

Harrison Johnson, of the Cayey-Caguas Tobacco Co., has just returned to the New York headquarters after a visit to Southern points, and reports that while in Philadelphia he took the opportunity to look over the proposed plans of a cigar and tobacco exhibit there, under the auspices of the Retail Cigar and Tobacco Dealers' Association, and had secured space for an exhibit of his firm's products.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-5t HERMAN STEIN, Lancaster, Pa.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.
J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

Philadelphia Tobacco Trade.

UNITED NEWS CO. GIVES PREMIUMS TO RETAILERS.

The United News Company, with offices at Thirteenth and Filbert streets, inaugurated their first week's handling independent tobacco as a manufacturers' distributor with a rush of business. Orders from every district in the city were promptly filled the next morning after their receipt. The largest seller was the Lucky Strike tobacco of the Patterson Tobacco Company, of Richmond, Va. The representative of that company, W. H. Wheelwright, who is in town, is about to inaugurate a campaign of education among tobacco using people by the use of attractive literature, as well as having two splendid booths at the Tobacco Exposition.

Manager Toppin, of the United News Company, is getting ready to distribute the company's new cigar, the Woggle Bug, which is made up in a special size, as large as a perfecto, but a little thicker in the middle. It will be a nickel smoke, of first class tobacco. The cigar takes its name from the well-known, illustrated story for children by Walt McDougall, called "H. M. Woggle Bug, T. E." which is handled by the United News Company in a splendid book form and illustrated in colors.

The United News Company have also become the distributors of the Aslan-Rose Turkish and Egyptian Cigarette Company, another independent concern of this city. The news company's system of awarding premiums to the retailers is likely to have the effect of stimulating efforts to introduce the new independent goods. In this case, the retailer, instead of the consumer, gets the prizes, which range from single pieces of chinaware to whole sets and also handsome lamps, cut glassware and clocks. The average rebate to retailers on sales through this channel amounts to about 5 per cent.

GELLERS AFTER LARGER QUARTERS.

J. S. Geller, Sons & Co. intend to move from their present store at 530 Market street, as soon as the lease can be sold, because they are badly cramped for room. No new place has yet been selected, but a store at least twice the size of the present one is desired. The business of the firm has grown steadily and they also need room for a large stock of their own independent goods, including the Peachy and Creation cut plugs. This week the Gellers brought out a new plug, which sold "like hot cakes," because it happened to be just what retailers wanted. It is called Penny Ike, and a pound package consists of a number of small square cakes, to be sold at one cent each. Each little plug has its own big blue tin tag. The new Internal Revenue law, it is argued, hampers the dealer in cutting his plug into "penny ikes" as he used to do, and Gellers' new brand is expected to meet the difficulty.

KORS TO BRING SUIT.

Lawyer A. B. Repetto, of 717 Walnut street, has been retained by Secretary Charles F. Kors, of the Vicente Portuondo Cigar Manufacturing Company, to bring suit for damages against the Wheeler & Wilson Sewing Machine Company for alleged false arrest on the charge of fraud. The trouble between Kors and the sewing machine company appears to be a personal one. At one time he was in their employ and afterwards resigned to become a sewing machine agent on Arch street. Lawyer Repetto says that the arrest was the result of spite work because Mr. Kors chose to buy and sell machines for less

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.
OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

than the price demanded by the Wheeler & Wilson Company. Lawyer Repetto has receipted bills and cancelled checks for all the sewing machines Mr. Kors bought of Mrs. Elizabeth Keene, another accused agent, showing that spot cash was paid for them on delivery. Lawyer Repetto claims that his client perpetrated no fraud in paying the prices asked by the authorized agent, Mrs. Keene.

EXHIBITORS ARE LINING UP.

Nearly fifty exhibitors have already engaged room for display booths at the independent tobacco exposition which will be held at Horticultural Hall beginning October 17. Among them are Pent Brothers, J. H. Hart & Co., Otto Eisenlohr & Bros., Gumpert Brothers, Vetterlein Brothers, H. Bock, Frishmuth Bros. & Co., Jeitles & Blumenthal, J. S. Geller, Sons & Co., and Aslan-Rose Cigarette Company. Some out of city firms are: Patterson Tobacco Company, Richmond; Robt. E. Lane, New York; E. A. Condax & Co., New York; Larus & Bros., Richmond; Falk Tobacco Co., Cortez Cigar Co., Banner Cigar Co., Arguelles, Lopez & Bro., Kraus & Co., Manchester Cigar Co., Weisert Bros., St. Louis; Queen City Tobacco Co., Cayey-Caguas Tobacco Co., Porto Rico; Cuesta Rey & Co., Tampa; Hansen Schmitt Co., Milwaukee, Wis., and many others.

With Manufacturers and Jobbers.

J. Mahlon Barnes, of the J. Mahlon Barnes Co., cigar manufacturers at Park avenue and Wallace street, will leave on the 30th instant upon a combined business and pleasure trip through the West. The itineracy includes Pittsburg, Chicago and St. Louis. He expects to be gone about fifteen days.

Arthur Hagan & Co. have quite a demand for a new plug tobacco they are handling. It is called Picket, and is a 3x12 plug, 5½ ounces in weight, 3 bars to the pound and packed in 2 pound boxes. It is manufactured by the Nall & Williams Tobacco Co., of Louisville, Ky. The brand was named after "Picket," a horse owned by John Middleton, which won the Brooklyn handicap. Mr. Middleton is president of the Nall & Williams Tobacco Co.

A. S. Valentine & Son, cigar manufacturers, probably had their banner day for orders last Thursday, when two orders were received calling for over 350,000 cigars. The Valentine base ball team played the West Philadelphia team last Saturday.

Richard T. Gumpert, of Gumpert Bros., continues to mend in health at Nauheim, Germany, where he has been confined for some time past. Letters have been received by his son which contained encouraging news concerning his condition.

Messrs. Marshall and Kolb, of the Theobold & Oppenheimer Co., have gone to the Pacific coast on a business trip. George E. Spotz is looking after the Philadelphia office and factory during the absence of his assistants. The new cigar of the company, the Flor de Romulus, is meeting with considerable favor.

The El Draco Cigar Manufacturing Co. has made quite a hit with its new Subway Tavern cigar. "Pure Tobacco" is its motto, which is quite in keeping with the general axiom of Bishop Potter's celebrated New York hostelrie. One of the heaviest orders for the new smoke came from Texas.

Bayuk Brothers Cigar Company are getting ready to inaugurate a vigorous fall campaign to extend the business of their several brands of cigars. Two wide awake traveling men have already been engaged. They are W. Leiber, who will have the Southern States as his

AMERICAN EMPIRE

TEN CENTS

Jos. Rost & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars
FACTORY No 12
1ST. DISTRICT, PA.
READING, PA.

EL VOLCANO

FIVE CENTS

WILLIAM J. NOLL
MANUFACTURER OF
Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO F. NASH, / JOHN SELDEN, / GEO. T. HUTCHINSON / BEN DE BAR.
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade. Correspondence solicited. Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IRREGULAR PAGINATION

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — Marietta, Pa. — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

A. K. MANN,

Grower and Packer

—OF—

LEAF TOBACCO

Millersville, Pa.

Located on Line of Millersville Trolley.

territory, and Nathan Spear, who will take in the West exclusive of Michigan and Indiana, which are already covered. These salesmen are to select distributors among the jobbers. The retail trade will not be appealed to. The principal cigars to be handled are the Havana Ribbon, nickel goods, in five sizes and Don Juan, 10 cent goods, in ten sizes.

J. L. Hanley, the popular cigar broker of Kansas City, was in Philadelphia during the past week, calling on acquaintances in the trade.

Frank Teller & Co. are thinking of moving from their present factory on Second street below Chestnut, because a large new building nearby obstructs their factory light. Their lease on the building does not, however, run out for ten months yet, and they will have plenty of time to select another building. In the meantime, the cigarmakers are obliged to work under electric light on cloudy days.

Lifshetz's factory at Tenth and Arch streets has been enlarged and altered as outlined in The Tobacco World some time ago. Another gallery has been put in to make room for more cigarmakers. The store has also been tastefully redecorated and new tall glass cases erected back of the counter to hold a larger stock. Mr. Lifshetz has gotten out a new cigar called the Santa Clara Ribbon, which has a very pretty box label.

Frank Reese, clerk with Arthur Hagan & Co., spent his vacation at the Delaware Capes.

S. Felheimer, the Third street cigar manufacturer, is well satisfied with the way his new cigar, the Eto, has been received. This cigar, made up in three different sizes, has brought in a number of new accounts and necessitated the employment of additional cigarmakers.

F. G. H. Woerner, a prominent jobber of Manayunk, is spending his vacation at Houston, Texas, his old home.

Sam Jacobs, of Gumpert Bros., back from his vacation to Cape May, was out visiting the city trade. Henry Hillbronner, of the same house, started last week on his long Southern trip.

Irwin Dietrich, the South Broad street manufacturer and retailer, is doing well with the Stratford-Bellevue and Floradelphia cigars.

Otto Eisenlohr, of Otto Eisenlohr & Bros., will probably not return from Europe with his family before October 1. The trip to Switzerland and Germany has proved a delightful one. The Eisenlohr factory continues to be rushed more than ever with business.

Leaf Dealers' Jottings.

The leaf trade took a change for the better during the past week, quite a number of houses reporting a decided improvement in business. The fact that many a cigar manufacturer's stock is getting low at this time of the year and there is a steady demand for new crops as soon as they are sampled, helps to render the leaf outlook quite prosperous.

Young & Newman find their fall business starting up much earlier than ever before. As much business has been done during August this year as has been the rule in the more active month of September. George W. Newman, a member of the firm, took an extensive trip throughout the State, soon after his return from Boston, where he attended the convention of the Grand Army of the Republic, at the head of the George G. Meade Post of this city.

Julius Vetterlein & Co. are of the opinion that the leaf trade has been as good this month as it was last year. There has been a heavy demand for old tobaccos, which are as scarce as they are desirable. All the salesmen have been sending in satisfactory orders.

F. Eckerson & Co. received a large consignment of fine Connecticut during the week, which was purchased by Felix Eckerson during his last trip to the New England States. This firm has a fine stock of 1902 Havana, together with a lot of Broad Leaf, Havana Seed and Connecticut. The fall season promises to be an active one. Salesman S. Strauss is in the South, with samples of new Connecticut.

George Burghard, leaf dealer, returned early this week from his vacation at Atlantic City. Salesman A. M. Lake starts out on a Western trip early in the fall.

George Cauffman, the popular Southern salesman for K. Straus & Co., spent his vacation at Cape May, N. J. Mr. Straus is still at Atlantic City, and his improvement in health has been considered phenomenal.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of **Leaf Tobacco**

241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

The Gilt Edge Cigar Box Factory

Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.

Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market St., LANCASTER, PA.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!
Little Prince and East Jefferson are the Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

L. P. Kimmig, of L. P. Kimmig & Co., leaf dealers, is enjoying a vacation at Cape May. Salesman John D. Konold has been paying periodical visits to the State trade, and next month he will start on a Western trip with samples of fine 1903 crop.

Charles Hipple, of Hipple Bros., leaf dealers, is at present doing the traveling for that firm. He recently made satis factory trips through Pennsylvania and Delaware. A. Hipple has returned from a vacation trip up the State, where he noticed that some tobacco crops had been greatly damaged by hail.

Dohan & Taitt recently received a large consignment of Havana filler tobacco. Business is showing a steady improvement. Salesman L. F. Mueller returned from his vacation trip to Maine and made a trip through Pennsylvania. W. S. Sprenger, Jr., is sending in fair orders from Michigan.

M. B. Arndt, with Julius Hirschberg & Bro., has been doing very well on his latest trip to the West, his orders being very satisfactory. The Hirschbergs find their leaf trade generally good.

The Amsterdam Sumatra Company received a large consignment of Connecticut and Wisconsin tobaccos. Salesman Charles Robinson was out on short trips in the State.

E. A. Calves & Co., the importing leaf dealers, report a steady increase in their orders.

B. Livingstone, representing Kohlberg Bros. & Ruthenberg, of New York, recently spent several days in this city in the interest of that firm, the occasion being his initial trip for them.

Harry Spingarn, of E. Spingarn & Co., of New York, was also among the recent visitors, showing the trade a line of late importations of Sumatra tobacco.

A civil service examination to fill the position of Examiner of Tobacco in the Customs Service at the port of Philadelphia will be held at the Post Office Building on Sept. 7. Practical ability in the examination of leaf tobacco, cigars and cigarettes will count 70 per cent in the examination, which will include arithmetic, penmanship, and letter writing. The position is to pay $1,400 per year.

Isador Liberman arrived home after attending the Amsterdam inscriptions, where he was a heavy purchaser of Sumatra. The firm's new remodelled building at Third and New streets is rapidly being completed.

Fair Activity in Lancaster.

Sales of 1,500 Bales for the Week—Manufacturing also Improving.

Lancaster, Pa., Aug. 29, 1904.

The local leaf market experienced another week of fair activity with sales aggregating about 1,500 cases, divided between the 1901 and 1903 goods.

The outlook among cigar manufacturers, upon the whole, is now also much better, although there are still some sections of this county in which some complaints are heard.

Tobacconist J. G. Shirk has just returned to his office after a short sojourn to Atlantic City with his family.

Mr. McGinnes, of John A. Kauffman & Co., wholesale cigar manufacturers on West Chestnut street, recently returned from a business trip through the Middle West, and is now covering New Jersey and the East. They have been booking a considerable number of very satisfactory orders.

Morris Rosenthal and Jos. Goldberg have returned from a vacation period at Atlantic City.

Viola F. Garman, a 16-year old daughter of Chas. J. Garman, a cigar manufacturer at Ephrata, died at her home in Ephrata, from consumption, with which she had been suffering for some months.

The J. L. Metzger Leaf Tobacco Co., who are also manufacturing a special combination scrap for cigar manufacturing purposes, report that there are a large number of cigar factories which have adopted and are successfully using their short filler preparation, and that their product is becoming more thoroughly introduced each week. They anticipate an extensive trade as soon as business again becomes thoroughly active.

The year is progressing most satisfactorily with A. D. Killheffer, proprietor of the Eureka Cigar Factory at Millersville. He states that he has this year opened a larger number of new and satisfactory accounts than ever before.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.}
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.
C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.
Correspondence Invited with the Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office. 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

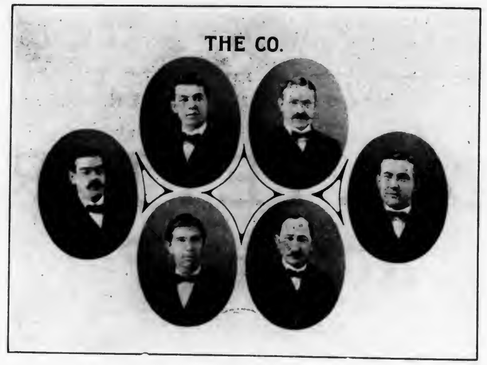
F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES:
Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
ANNUAL CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

The J. Mahlon Barnes Co.

THE REMARKABLE COMPETITION which has been created everywhere between rival cigar manufacturers of Philadelphia has resulted in a marked increase in the methods employed in furnishing a high grade of goods. Particularly is this the case of the J. Mahlon Barnes Co., composed of Gabrial Joseph, A. J. McVey, Frank Doersom, J. Mahlon Barnes, Andrew Doersom and M. C. Kreck. All are gentlemen possessing the respect and confidence of a growing cigar trade. All are thoroughly practical business men and worthy of the confidnce of their patrons. Socially, their manners are pleasing and their dispositions very courteous, and although their business has only lately been established, they seem to have already secured a good business footing.



J. MAHLON BARNES CO'S LEADING BRAND.

Their leading brand is styled "The Co." and the box label for it shows a true portrait of each member of the firm. A reproduction of this label is shown herewith. The Co. cigars are claimed to be the best five cent cigars in the city: they are made in two sizes—Londres and Conchas, and seem to be general favorites wherever introduced. Mr. J. Mahlon Barnes, the firm's business representative, is a young gentleman possessing a thorough knowledge of his business and the trade, and by his kindly disposition has won a large circle of warm friends, who will undoubtedly be interested in the success of the company and "The Co." Taken altogether, the new organization appears to be setting out on its business career under specially favorable conditions.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Sept. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Improvement Begins in York

Better Feeling in the Trade and Busier Times Expected.

York, Pa., Aug. 29, 1904.

N. C. Meade, of Red Lion, was convicted last week in the Adams County Court of counterfeiting, using and displaying the label of the Cigarmakers' Union of America on boxes containing non-union cigars. Local attorneys, assisted by prominent members of the bars of York, Cumberland and Franklin counties, were interested in the case, and some brilliant speeches were made. The president of the Cigarmakers' Union came from Chicago and testified as to the counterfeit character of the labels. Application was made for a new trial, pending the disposal of which Meade was held in $2,000 bail.

Work has been commenced on a factory building for the Glatfelter-Snyder Company at Yoe.

J. Stanley Winget, of the Winget Manufacturing Company, of York, after several days visit to his family, has returned to St. Louis where his company is in charge of the Pennsylvania Cigar Manufacturers' Exhibit.

Geo. W. Bowman & Co., of Hanover, have gotten out a new and novel label for cigars under the name of Bob Bow-man. It represents a picture of Mr. Bowman's son, who is about four and a-half years old. He is holding a bow and arrow. This label is used in adorning a package of cigars of the 5 cent variety, and it is being made the leader of that factory. These goods, it is said, have already attracted a number of dealers, who are meeting with a good share of success on them.

The trade generally in this section is improving and things are gradually assuming more nearly normal conditions. It is to be hoped that the period of stagnation is now over.

—George Chadwick has again entered the cigar manufacturing business at Northville, Mich.

Trade-Mark Register.

GENERAL KUROKI. 14,542
For cigars. Registered August 16, 1904, at 9 a m, by Schaeffer & Heller, Philadelphia, Pa.

SAW HORSE. 14,543
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 17, 1904, at 4 p m, by Frank S. Brant, Philadelphia, Pa.

THE TIN WOODMAN. 14,544
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 17, 1904, at 4 p m, by Frank S. Brant, Philadelphia Pa.

COWARDLY LION. 14,545
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 17, 1904, at 4 p m. by Frank S. Brant, Philadelphia, Pa.

EXCELSIOR CROWN. 14,546
For cigars. Registered August 19, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

KINGMORE. 14,547
For cigars. Registered August 19, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

EMO or DEMO. 14,548
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 20, 1904, at 9 a m, by F. E. Heere, Philadelphia, Pa.

TRIPLE M. 14,549
For cigars. Registered August 22, 1904, at 9 a m, by C. M. Masenheimer, Manchester, Md.

REY DE ARMAS. 14,550
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 22, 1904, at 2 p m, by J. Mahlon Barnes Co., Philadelphia, Pa.

IMPERIAL BANQUET. 14,551.
For cigars. Registered August 24, 1904, at 9 a m, by J. Finley Acker, Philadelphia, Pa.

CHIEF CONESTOGA. 14,552.
For cigars. Registered August 24, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

SEARCHES.

Red Band, Panamo, Sico, Toto, Scare Crow, Red Jacket.

TRANSFER.

"G. MINE" registered July 16, 1904, by K. Hendrich's Sons, Baltimore, Md., was transferred to Louis Goldman, Baltimore, Md., Aug. 16, 1904.

CORRECTIONS.

"MYSTIC WORKERS" registered Aug. 10, 1904, by Shively, Miller & Co., Pottstown, Pa., instead of G. H. Sachs, as published.

"WOGGLE BUG" registered Aug. 10, 1904, by Frank S. Brant, Philadelphia, Pa., instead of J. Frank Baum, as published.

Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited.
York, Pa.

Boveda, Lord Playfair,
All Havana. Seed and Havana.
Nat Wills, Montello,
Five Cent Leaders.
Samples to Responsible Houses.

GEORGE W. McGUIGAN,
Red Lion, Pa.

Maker of
High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

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Office, YORK, PA.
Manufacturers of the
"Edward Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
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High-Grade
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"Stage Favorite," a 5-cent Leader, known for Superiority of Quality.

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Remember—the MELODIOSO is Our Leader.

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
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Wholesalers and Retailers of
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SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

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Large Line of 1900, 1901 and 1902 B's.
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Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

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Manufacturers of Fine Cigars
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Capacity, 75,000 per day. Established 1876.

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S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Aug. 27, 1904.

Bremen—H. Duys & Co., 709 ceroons tobacco; Wessel, Kulenkampff Co., 1 case tobacco samples.

Hamburg—Thos. Cook & Son, 1 case cigarettes.

Liverpool—American Tobacco Co., 4 cases tobacco and cigarettes, 1 case cigarette packing material.

Trieste—A. B. Newman, 1 case cigarette paper; Order, 127 bales tobacco.

Vera Cruz—Agents Bank of Montreal, 1 case cigars; Jas. E. Ward & Co., 9 cases cigars, 192 bales tobacco; Order, 54 bales tobacco.

SUMATRA TOBACCO.

Str. Potsdam, arrived Aug. 23.
(293 bales; 29 cases.)

L. Schmid & Co.	209 bales
Leopold Loeb & Co.	34 "
S. Rossin & Sons	25 "
United Cigar Manufacturers	10 "
Herz Bros.	7 "
A. Cohn & Co.	6 "
Penn. R. R. Co.	2 "
Herz Bros.	16 cases
Order	7 "
Jas. E. Ward & Co.	6 "

HAVANA TOBACCO

Str. Mexico, arrived Aug. 24:
(2,345 bales; 11 pkges.)

Jas. E. Ward & Co.	1,226 bales
F. Miranda & Co.	379 "
A. Pazos & Co.	206 "
S. Ruppin	145 "
Carl Vogt's Sons	84 "
Selgas Saurez & Co.	53 "
A. Murphy & Co.	39 "
W. H. Stiner & Son	35 "
E. Hoffman & Son	30 "
E. M. Schwarz & Co.	25 "
Friend & Co.	23 "
Hinsdale Smith & Co.	22 "
E. Regensburg & Sons	21 "
Canadian Pacific R. R. Co.,	16 "
J. Bernheim & Son	14 "
S. L. Goldberg & Sons	11 "
R. M. Blake & Co.	10 "
E. Arendt & Son	6 "
American Cigar Co.	11 pkgs.

Str. Vigilancia, arrived Aug. 27:
(698 bales)

J. E. Ward & Co.	397 bales
Simon Batt & Co.	202 "
R. Gonzalez	88 "
J. Bernheim & Son	6 "
Loeb-Nunez Havana Co.	5 "

HAVANA CIGARS

Str. Mexico, arrived Aug. 24:
(614 cases; 6 boxes.)

J. E. Ward & Co.	387 cases
Havana Tobacco Co.	168 "
Park & Tilford	29 "
G. S. Nicholas	7 "
W. H. Stiner & Son	5 "
Calixto Lopez & Co.	3 "
F. E. Fonseca & Co.	3 "
W. O. Smith & Co.	3 "
Michaelis & Lindeman	2 "
Canadian Pacific Ry.	2 "
Acker, Merrall & Condit Co.	2 "
G. W. Sheldon & Co.	1 case
H. & P. Armstrong	1 "
A. E. Outerbridge	1 "
Havana Tobacco Co.	6 boxes

Str. Vigilancia, arrived Aug. 27:
(12 cases.)

J. E. Ward & Co.	7 cases
National Cuba Co.	5 "

Leaf Tobacco Markets.

HOPKINSVILLE, KY.
M. D. Boales.

There is no change to note in prices, only Lugs are a bid or two lower. The condition is generally good, the tobaccos keeping much better than expected early in the season. The quality is well suited for plug, smoking, twist and snuff, and manufacturers should find very cheap stocks here.

Receipts for the week, 445 hhds; sales, 521 hhds. Loose floor sales—Lugs, 2¾ to 3¾c; Leaf, 3½ to 7½c.

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3¼c; Medium, 3½ to 4c; Good, 4 to 4½c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6½c; Good, 6½ to 8½c; Fine Wrappers and Selections, 8½ to 12½c.

Growing crop cutting has commenced; will be free next week on early planting. The late planting needs rain; much of it is in clods.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 378 hhds, offerings on the breaks, 442 hhds; public and private sales, 326 hhds. The rejections were larger than usual.

Our receipts are falling off fast, as most of the crop has been delivered.

The market was active, with a good general demand at slightly easier prices for the lower grades of Leaf and firmer prices for the lower grades of Lugs.

The condition of the field crop continues less favorable; rain is much needed in portions of the district and worms have increased in number.

Cutting in a moderate way will commence next week, partly of the ripened plants of the first planting, which will be of good quality, and partly of the drought ripened plants, which will be poor.

There is a strong effort being made to organize into one body all of the planters, to hold the market with a firm hand and secure fair prices for this year's crop.

QUOTATIONS:

Low Lugs	$3.00 to $3.25
Common Lugs	3.25 to 3.50
Medium Lugs	3.50 to 4.00
Good Lugs	4.00 to 4.50
Low Leaf	4.25 to 4.75
Common Leaf	5.00 to 6.00
Medium Leaf	6.25 to 7.50
Good Leaf	8.00 to 9.50
Fine Leaf	10.00 to 12.00

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

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VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SQUARE TOP
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER,
Cable Address, "Boales," U. S. A. Use Arendt's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
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116 and 118 E. Fourteenth St., NEW YORK.

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Florida Tobacco Co.
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OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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MAKERS OF **Lancaster, Pa.**
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Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
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High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

California

Oakland—A. V. Long, cigars and tobacco, chattel mortgage, $300.

Sebastopol—Mariett & Draper, cigars, burned out.

Connecticut

Hartford—J. J. Malone, cigar manufacturer, petition in bankruptcy.

Delaware

Wilmington—Butz & Shockley, tobacco and cigars, dissolved.

District of Columbia

Washington—Arthur Lindsay, cigars and tobacco, sold out.

Illinois

Chicago—Metzer & Adams, leaf tobacco, dissolved. Metzer & Co., succeed.

Indiana

Bluffton—Frank Feltz, cigars, etc., sold out.——Ralph Strow, cigars and tobacco, sold out.

Fremont—C. W. Buck, cigars, etc., chattel mortgage, $115.

Indianapolis—Wm. H. McLaughlin, sold out.

Michigan

Flint—John Danbeau, manufacturer and retail cigars, sold out.

Ortonville.—Frank W. Place, cigars, etc., burned out. Insured.

New Hampshire

Nashua—Edward Petazzi, jobber and retail tobacco, real estate mtge., $1,000.

New York

Buffalo—W. P. Thompson, cigars, etc., dead.

Pennsylvania

Catasauqua—Chas. Schwepfinger, cigars, and tobacco, execution, $1,007.

Mahanoy City—Jacob West, retail cigars and tobacco, satisfied mtge., $800.

Virginia

Richmond—N. P. Cooke Co., cigars, etc., closed by sheriff.

Washington

Seattle—C. B. Naylor, cigars, sold out to R. E. McDonald.

Wisconsin

Janesville—M. J. Brennen, cigars, etc. chattel mortgage, $500.

—Benj. Ramsey has sold his cigar store and factory at Goshen, Ind., to C. B. Peffley.

—E. E. Underwood, of the Underwood Cigar Co., Dixon, Ill., visited Beatrice, Neb., last week and completed arrangements for opening a cigar factory at the latter place about the first of September.

—B. Leidersdorf, of the B. Leidersdorf Tobacco Co., Milwaukee, has donated $100 towards a fund raised for band concerts in the public parks of Milwaukee. The fund has aggregated $1,600.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
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Manhattan Briar Pipe Co
Manufacturers of
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Importers of
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Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT, KING DUKE GRANULATED, KING DUKE CUT PLUG, SHIRK'S BEST TWIST, REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
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SPECIAL DESIGNS · ENGRAVING · EMBOSSING

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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

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FRIES & BRO.
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The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

Combination
SCRAP
--Filler--
We Make Them for 6, 7½, 9, 10 and 12 cents.
J. L. METZGER Tobacco Co.
Dealers in Leaf Tobacco
Lancaster, Pa.

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Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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CIGAR RIBBONS
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TOBACCO DEALERS

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Cable Address: RABELL.
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HAVANA, CUBA.

Factories: 26 and 517

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Vol. XXIV., No. 36.

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You Are Sure to Find
Suitable Tobaccos
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Prices Always the Lowest.

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Clean as the food You Eat
Vesper CIGAR 5¢
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PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

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A Matchless 5 cent Cigar.
One of Roedel's Best
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WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K WYOMISSING 10¢

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Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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BY THE
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JULY FIGURES.

IT is not altogether encouraging to refer to the figures of the output during July of the different products in tobacco. The new fiscal year has opened inauspiciously, we must admit, but it need cause no despair, because the prospects for an improvement generally during the early fall are very good, as we have undertaken to show in another article in this issue.

The entire output of cigars during the month of July, 1904, according to the internal revenue reports, was 551,169,450. During July, 1903, it amounted to 605,254,210, showing a decrease this year as compared with July, 1903, of 54,084,760.

In small cigars the figures for July, 1904, are 52,788,000, and for July, 1903, 43,584,000, an increase this year of 9,204,000.

Cigarettes show a total output during July, 1904, of 274,196,926, and in July, 1903, 328,279,043, a decrease of 54,082,117 in 1904.

The output of smoking and chewing tobacco shows a falling off during July, 1904, as compared with the same period of last year of 2,253,152 pounds.

Snuff shows an increase of 122,942 pounds in the July production this year as compared with the figures for July, 1904.

The gradual decline as shown above is emphasized by the official figures of the seven months' output during the present calendar year, during which period the output of cigars shows a total decrease of 233,262,651; cigarettes, a net decrease of 29,864,814. Small cigars, however, show a gain of 101,047,003 during the seven months of the calendar year. Manufactured tobacco shows an increase of 5,593,689 pounds, and snuff an increase of 158,710 pounds.

Of the sixty-five revenue districts in the entire country, Florida alone shows a noteworthy increase in her tobacco output during July, 1904, as compared with the same month last year.

THE FALL OUTLOOK.

THERE is today every indication of a fair average fall trade, and nothing phenomenal is expected this year. It is just as well if we are favored with a moderate and steady increase of trade from now on until the end of the year. Booms are not specially desirable, because they are as a bubble on the waters, and liable to burst with the slightest agitation.

It is admitted that crops are the keynote to the situation, and for the past week the entire country has been favored with excellent weather for all branches of agriculture, including, of course, tobacco.

The prospects at this writing indicate a 575,000,000 bushel wheat crop, a 2,500,000,000 bushel corn crop, a 12,000,000 pound cotton crop, and a liberal gain in other agricultural products, with the possible exception of leaf tobacco—the acreage of which has been reduced in all sections, and crops in several sections damaged by storms.

There is, therefore, little prospect of an early relief of the stringency in the supply of domestic leaf tobacco, augmented as it is by the scarcity already existing in old goods, and prices will no doubt continue to have an upward trend.

This is not the most cheerful information for manufacturers, who are beginning to find a gradual improvement in the demand for their products, but with continued prosperity in the immense agricultural districts of the West, there is every chance of a lasting improvement of trade in that section, for when farmers have no set backs to complain of and receive good prices for their crops, it means a better demand from them for necessities and luxuries.

• • •

COMPETITION IN KENTUCKY.

SOME lively scenes are expected this season in the Kentucky tobacco belt, as Louisville tobacco warehouse companies are preparing to enter into active competition with the representatives of the Continental Tabacco Co.

It is said that since the Continental has commenced buying a large portion of its supply of tobacco from the farmers at private sale the warehouse people are forced to adopted similar methods in order to get their share of the tobacco crop.

It is said that for the past five years the Louisville Tobacco Warehouse Co. has been buying from the growers. This was at first commenced by advancing money to growers on their tobacco crop, and this was followed by the purchase of the crops from the farmers in different neighborhoods.

Last year the warehouse people had a number of buyers in the field, and this year, according to well informed tobacco men, they will enter into open competition with the Continental Tobacco Co. in the purchase of the crops from the farmers. A large number of buyers will be placed in different sections of the tobacco growing districts, and it is expected that extensive purchases will in this way be made.

• • •

PHILIPPINES TRADE.

DURING the nine months ended March last the total commerce of the Philippine Islands shows an increased value of more than $1,000,000, according to a statement given out at Washington, August 28, at the Bureau of Insular Affairs. The statement says that the Philippine import trade advanced nearly $2,000,000 in value and that a slight falling off is shown in the exports as a result of decreased shipments in copra and sugar, though hemp and tobacco were exported in larger amounts than for the corresponding three-fourths of the previous year.

Leaf tobacco exported in 1904 amounted to $875,987, a substantial gain, Spain and Austria being the principal buyers, while exports of cigars increased to $712,952, Hong Kong and British East Indies buying more than one-half the amount. Americans made up more than one-half the total arrivals, as shown by the immigration figures, the larger portion being classed as professional men. One-fifth of the whole number of immigrants, it is stated, could neither read nor write, 95 per cent of the illiterate being Chinese.

• • •

THE AMERICAN INVENTOR, of New York, a heretofore supposed authority on inventions, speaks laconically, yet emphatically, upon the subject of cigar machinery as follows:

"There is considerable room for improving cigarmaking machines, as those now in successful operation are unperfected and perform work of a very inferior quality. At present only the cheapest grades of cigars are manufactured with machinery, though there is no reason why every branch of the work cannot be performed by mechanical means. The field is an excellent one and an operative machine will find an unlimited commercial demand."

THE TRUTH ABOUT HAVANA CIGARS.

BY COURTESY of Mr. Francis A. Wilson, of the Havana Tobacco Co., we have received a copy of Don Gustavo Bock's latest work, entitled "The Truth About Havana Cigars." Don Gustavo has been a resident of Cuba for forty-six years, and during that period he has devoted his entire time and energy to developing the cigar industry of the island. He writes with a fullness of knowledge and the confident hope of being able to convince his readers of his methods of manufacture and manipulation of the leaf.

The writer has found it an interesting dissertation, and one which could be read with profit by thousands of people both in and out of the trade.

It comes from the pen of a recognized authority, and is published by the Havana Tobacco Co., 111 Fifth avenue, New York. We understand it can be secured upon request.

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MAIL ORDER TOBACCO FACTORY.

A MAIL ORDER tobacco manufacturing establishment is somewhat of a novelty in the trade, yet there is apparently such a concern in existence as per announcement in the August issue of the Medical and Surgical Reporter, of Toledo, Ohio, in which appeared the following:

TOBACCO.

Luxurious Smoking—Provided you use "French's Mixture" Smoking Tobacco. Made of finest and most carefully selected old and perfectly cured North Carolina Leaf. You can't buy it from dealers. We furnish smokers direct from factory. Highest grade smoking tobacco manufactured.

Deliciously mild, yet full of fragrance and never bites the tongue. There is nothing in smoking tobacco to be compared with it.

Large sample package for 10c in silver.

FRENCH TOBACCO CO.
Statesville, N. C.

• • •

TOBACCO CULTURE IN IRELAND.

A CORRESPONDENT of the Irish Times writes; A visit to the Farm, Kilmainham, Kells, County Meath, would satisfactorily show that there can be little doubt as to the possibility, or, ultimate success of tobacco culture in Ireland. Under the capable management of Mr. P. O'Brien, farm steward, whose early horticultural training at the Bloomsbury Gardens now seems to prove of practical service in the working of this "tropical native," the "weed" is growing both healthily and freely. The plants are very fine and well grown, all seeming in robust health. The variety grown is "Yellow Prior," an earlier and dwarfer variety than "Virginian" hitherto planted. The plants were raised under cover, and planted about three feet apart. They promise to require all the space given and should indeed produce well. . . . Already numbers of women and children are being employed. It but remains for Irish tobacco manufacturers to prove themselves equal to the occasion."

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. D&T SEGUIDORES VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1845
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA
SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21ST N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

THE CARE OF CIGARS.

WHEN it is considered that nearly nine-tenths of the drug stores throughout the country carry cigars, it is surprising that one does not hear more or see more written about their care. As every smoker knows, the good flavor of a cigar is lost or spoiled by exposure to the atmosphere under certain conditions. If in too moist a place, cigars mold or become soft, and if too dry they burn too freely, break easily, and lose their peculiar aroma.

Most of us, of course, have a moistener of some sort in the cigar case and can, to a degree control them there, yet where there is an extensive business done, and a stock of ten thousand or more cigars on hand, it is a hard matter to have them all in just the proper condition. It has been quite a study with us, but we have solved the problem in a very satisfactory manner and at a very light expense. Thinking that our plan might be of benefit to some of the thousands of our brother druggists throughout the country I will describe it.

The first thing is to fit up the special place where the cigars are to be kept, and it is almost immaterial whether this be the cellar or elsewhere about the store. We partitioned off a space six feet long, five feet high and four feet wide, from a large room and had it sheathed with half inch matched Southern pine, although any other wood might have been used equally as well. Inside this space, from floor to ceiling on each side, were shelves for the cigars. These shelves were about a foot wide, thus leaving a space two feet wide in the center for a passage way. In one end was a door two feet wide which closed tightly. Suspended from the ceiling were perforated zinc trays, each lined with two thicknesses of blotting paper; the latter was moistened with water when the air in the room became too dry, and radiated the moisture through the air better by being suspended.

This room was lighted with an incandescent electric light, and when the air became too moist we screwed into the light socket a small connecting wire which terminated in an electric heater or stove—an inexpensive affair, such as can be obtained from any dealer in electrical supplies.

Suspended at one end of the room was a hygrometer, an ingenious little machine made by the Watertown Thermometer Co., which denotes the humidity of the air, showing the degrees from "very moist," "moist," "normal," "dry," and "very dry." With this as an indicator, and using the blotters as a moistener and the electric heater as a "dryer out," we are able to keep our cigars in exactly a normal atmosphere all the time. It requires practically no time to attend to the thing; and it is certainly well worth the small expense of fitting up such a place to have customers pass by two or three other stores and buy cigars of us because they are "just right" and possess all the original "bouquet" of the tobacco.—Fred W. Chandler.

• • •

CIGARETTE SMOKING WOMEN.

IS the American woman who smokes cigarettes ashamed of the habit?

Not a bit of it.

While a quarter of a century ago the fair puffer of the delicious weed took all possible means to conceal her habit from the world, she is now proud of her knowledge of the delicate brands of imported cigarettes and her dainty smoking implements are among her most treasured and frequently shown possessions.

This growing tendency among society women to smoke and to speak without embarrassment of their pleasure in the habit, is all due to their English cousins.

The women who have married titled foreigners are the ones who have given respectability to the cigarette.

For in England members of the royal family, refined, educated women in the upper circles of society, attend luncheons where cigarettes are considered necessary.

America Follows English Custom.

That America is fast falling in her footsteps is shown by the number of cigarettes sold to women. Speaking of this yesterday, a prominent cigarette dealer in the vicinity of Rittenhouse Square said:

"Time was—say fifteen years ago—when if a woman wanted to buy cigarettes she purchased them through a masculine friend. But it's different now. Some of my best customers are women of Philadelphia's 400.

"Do I know each customer's favorite? You'd just better believe I do—when the customer is a woman. A sure way to gain a woman as a permanent customer is to remember the brand she asked for the last time."

Jewelers, also, keep a different set of smoking implements than they did fifteen years ago. A prominent jewelry store on Chestnut street has its women's and men's cigarette cases lying side by side.

"Women don't seem to care for diamond studded cases like the men do," said a clerk in this store yesterday, after he had picked out half a dozen dainty little gold cases ranging in price from $50 to $200. "They like them small and neat—but they prefer the diamonds to wear on the outside."

Ceases to be "Not Nice."

Cigarette smoking by women in Philadelphia was initiated several years ago. Now smoking at luncheons, in women's colleges, at swell hotels, while not universal, is at least not regarded as "not nice." How the average society woman regards the matter is shown by a woman's remark to a well-known literary man, who declared he could see nothing wrong in a woman's smoking:

"When men object to seeing a woman smoke," she said, "I know what kind they have seen smoking."

A young man, who is a favorite in all Philadelphia social circles, said:

"I want a chum, not an idol. And you certainly can be chummy with a girl who will light and smoke one of your cigarettes."

The physical effect of smoking on women has not proved as detrimental as on men, and women are never troubled by "tobacco heart." One eminent physician said that this is owing to the superior temperance of women.

There is one reason which keeps women from over-indulgence. Stained fingernails, discolored teeth, an unpleasant breath are frequently the results of too much smoking.—Phila. Press.

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CIGAR JOTTINGS FROM THE WEST.

Osceola, Ia.—G. H. Powell is closing out his cigar business.

Sebastopol, Cal.—Joe Borda has opened a new retail cigar store.

Lakeview, Ore.—Aug. Brockman will open a cigar factory at this point.

El Paso, Tex.—J. O. Murtha has disposed of his cigar store to W. S. Miller.

Colorado Springs, Colo.—Raymond E. Helmer has discontinued his cigar business.

Beatrice, Neb.—Underwood Bros. are moving their cigar store into the Cleavier Block.

Eagleville, Mo.—Bush & Hubbard have sold out their cigar business to J. Phillips.

Joplin, Mo.—J. L. Hanson has purchased the cigar business of J. W. Morgenthaler.

Fort Worth, Tex.—A. Rother has opened a new cigar and tobacco business here.

Spokane, Wash.—L. G. Necker & Co., the cigar dealers, have suffered a fire loss of $1,000.

Tekoa, Wash.—D. G. Lorenal has sold his cigar business to W. R. Dubas.

Gig Harbor, Wash.—G. A. Nagoon has opened a cigar and confectionery business here.

Centralia, Wash.—F. Thomas has sold his cigar and confectionery business to S. Sonneweld.

Kendrick, Ida.—S. E. Hall, the grocer and cigar dealer, has sustained a fire loss of $1,500.

Nebraska City, Neb.—J. C. Eyre has sold out his cigar business in this city to T. N. Palmer.

Jewell City, Kans.—L. B. Baxter has sold his cigar business in this city to J. D. Williams.

Whiting, Kans.—E. A. Wasson has purchased the stock of cigars, etc., of Frank Arthur.

Clay Center, Kans.—H. A. Swenson has purchased the cigar and pool business of G. J. Caron.

Jacksonville, Ore.—Owing to the dissolution of the cigar firm of Miller & Bailey, Mr. Miller will continue the business alone.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories.

Red Lion, Pa.

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Trade Notes

B. W. Hene has opened a small cigar factory at Beinbeck, Ia.

Bert Waltz is preparing to open a cigar factory at Three Rivers, Mich.

A new cigar factory is being opened at Bangor, Mich., by H. L. Tripp.

A. C. Coates has succeded Coates & Moenke in the cigar store and factory at Boone, Ia.

E. J. Smith, of Evansville, Ind., is establishing a cigar factory at Brownwood, Tex.

The University Smoke Shops Co., of Ithaca, N. Y., was incorporated with a capital of $10,000.

E. F. Moore, a cigar manufacturer at Ironton, O., has just installed his own cigar box making plant.

R. H. Marquette, has bought the retail cigar and tobacco business of Harry Hall at Lee's Summit, Mo.

W. F. Klingener, a cigar manufacturer at Burnettsville, contemplates moving his business to Logansport, Ind.

The Marva Cigar Madufacturing Co. plant of Marva, Ills., has been sold to Bert Kent and Claude Crandall.

The Fain Bros., Cigar Factory has recently been organized at Waycross, Ga. Their headquarters are in the Lott-Hitch Building.

J. J. Malone, cigar manufacturer at Hartford, Conn., has gone into bankruptcy. Assets, $654.93, and liabilities, $1,661.31.

Cyrus H. Frantz, formerly in the employ of Sol Meyer, cigar manufacturer at Goshen, Ind., has opened a factory there on his own account.

Ground has been broken for the erection of a new warehouse for the Reid Tobacco Co., at Green avenue and Tenth street, Altoona, Pa.

I. N. Palmer has purchased the interest of his former partner, Mr. Eyre, and now conducts the cigar business at Beatrice, Neb., individually.

The Havana Cigar Co., of Ithaca, Mich., has resumed operations after a close down of several weeks. They have about a score of people at work.

J. P. Olsen has fitted up a thoroughly up to date cigar store in Brookings, S. D., and has furnished the place with the modern type of cases and fixtures.

The tobacco rehandling plant of the Geo. H. Downs Tobacco Co., at Murray, Ky., was recently destroyed by fire. Loss about $20,000, with insurance of $4,000.

Geo. Barnett, proprietor of the cigar stand in the City Hall Building at Oklahoma, City, Okla., has given a contract for $300 worth of improvements to his place.

The cigar and tobacco store of Edward L. Smith, at Grand Rapids, Mich., has been seized by the sheriff on an execution issued by a wholesale tobacco house of Cincinnati.

The Hagan-Dart Tobacco Co., rehandlers of leaf tobacco at Richmond, Va., has been dissolved. Mr. Hagan retired, but the business will be continued by J. A. Dart trading as Dart Tobacco Co.

A. B. Rule's stogie factory at Clarksburg, W. Va., has been sold to the Moore Mfg., Co., of Bridgeport, and the business has been removed to the latter place. Mr. Rule remains with the new company as manager of the cigar and stogie manufacturing department.

Christian Rosenbrock, a cigar dealer of Baltimore, was recently taken before United States Commissioner Rogers, charged with having in his possession empty cigar boxes upon which the revenue stamp had not been entirely destroyed. Mr. Rosenbrock said that his clerk had neglected to destroy the stamps on the boxes.

Louisiana Tobacco Co. of New Orleans, La., has been incorporated with a capital of $50,000 by C. S. Foster, Jno. B. Dumestre, Wm. F. Tutt, and W. B. Shearer, and the first named three are respectively, president, vice president and secretary and treasurer. The object is to do a wholesale and retail tobacco business.

G. H. L. Coplen, proprietor of the cigar stand at Gleason's Hotel, Little Rock, Ark., has filed a voluntary petition in bankruptcy. The assets are given at $600, and the liabilities at $1,352. Among the principal creditors are Sternberg & Son, for $252.43; Vaccaro Cigar Co. for $35, and I. Samuelson & Co. for $215. These three are all of Memphis.

The Lynchburg, Va., assets of the Universal Tobacco Company have been sold at public auction with the approval of the Court of Chancery of the State of New Jersey. The Lynchburg property was bought in for W. H. Butler. The latter and his friends have been in control of the Universal and Commonwealth Tobacco Companies since their organization. The reorganization plans of the two properties will not be made public until around the middle of September.

OUR TWO BIG SELLERS

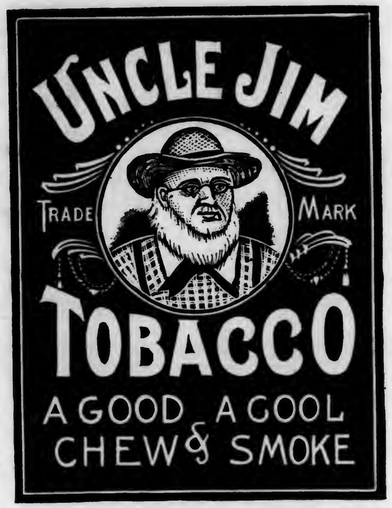
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH ELIOT SMITH
NEW YORK.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
Z. 2. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St.
NEW YORK

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

A LULL AFTER LAST WEEK'S HEAVY BUYING.

The Advance in the Price of Vuelta Abajo Colas Probably Stopped—Almost Six Thousand Bales Sold—General News of the Trade for the Last Week in August.

HAVANA, August 29, 1904.

The tremendous activity of the previous week has not continued during the past one, and it could not be looked for so early in the season. The demand has, however, been fairly good, and the tone of the market is firm. While quite a number of small manufacturers have arrived, the aggregate of their purchases will not play any role worth mentioning, but with the advent of September some important buyers are confidently looked for from the North. It seems that the local cigarette factories of importance have covered their urgent necessities, and that they may in the future be less disposed to pay the high figures asked by dealers for colas of Vuelta Abajo. Some of the almacenistas, however, seem to think that this is not the case and that prices for the best colas of heavy quality may continue to advance this coming winter, and that $25 to $30 per qq. may have to be paid. At such figures there can be no money in the manufacture of cigarettes. It remains to be seen whether the judgment of the bull party is correct. The Tierra Llana (or lowland) vegas of the Vuelta Abajo are still backward in curing, while on the other hand the Lomas (or hilly) vegas of this section are more or less in a condition to be worked. Of the former very little remains unsold in the country, while there are enough lots to be had yet of the latter. Dealers have commenced to pick up all good vegas at advancing figures, upon the supposition that these goods will be all wanted before long. In the Partido districts some escojidas have finished already and others are nearing their termination. In the two Santa Clara Province the different packings are progressing and may last from two to three months as usual. Labor troubles are experienced in some sections, as the "walking delegate" system of the United States seems to be on trial in some country towns, to which the owners of the escojidas will not submit. Heavy thunder storms have destroyed several drying sheds, lightning setting fire to them and killing or injuring a few persons in the province of Pinar del Rio.

Sales

amounted to 5,881 bales in all, or 3,728 of Vuelta Abajo, 1,449 of Partido, and 704 of Remedios. The buyers from the United States took 2,994, local factories 2,117, and for Europe 770 bales were taken.

Buyers Come and Go.

Arrivals—J. Frankel, of Frankel & Gerschel, San Francisco, Cal.; M. S. Heineman, of the M. Fernandez Co., Tampa, Fla.; Fernando Alvarez and M Sanchez, of Fernando Alvarez & Co., W. E. Castro, of W. E. Castro, W. K. Steele, of W. K. Steele, and James C. Johnson, of James C. Johnson, Chicago.

Returned—Carlos Behrens, of Behrens & Co., Havana.

Departures—H. Anton Bock, G. W. Nichols, Ellis Arendt, E. A. Kline, Avelino Pazos, Remigio Lopez, and Gustavo Bock, for New York; W. J. Hazelwood, for Tampa; Francisco Fleitas, for Key West; Geo. F. Aarons, for New Orleans.

Havana Cigar Manufacturers

are working steadily and the situation is slowly improving. Orders are coming in for fairly large quantities, although the factories which only work Vuelta Abajo leaf, chiefly from the lowland section, still complain that the tobacco is not far enough advanced to permit them to use it indiscriminately. They have to do a great deal of picking yet, as such vegas have only a small proportion of bales which are fit to work, and this prevents them from filling the orders on hand as rapidly as they would like to do.

H. Upmann & Co. are busy, and expect to soon increase the number of their cigarmakers.

Cifuentes, Fernandez & Co., of the Partagas factory, are working with increased forces, and have good calls from all directions.

Rabell, Costa, Vales & Co., of the Ramon Allones factory, express themselves as well pleased with the progress their brands are making, as evidenced by the receipt of orders from the United States, Germany, London, and the Argentine Republic.

Behrens & Co., makers of the famous Sol brand, are seating more cigarmakers,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himmel.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to Martinez, Hedesa & Co.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "Jedesa." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: Onileva. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: Cifer. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont Ros y Cª
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgon. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

as owing to the return of Don Carlos Behrens and the good orders which he brought along this has become a necessity. This factory will soon be running with full forces.

J. F. Rocha & Co. are still making some neceasary changes in their big new building in San Antonio de los Banos' which they expect to occupy by the middle of September. The demand for Crepusculo, Nene and Jefferson is increasing in the United States, as well as elsewhere.

Enrique, Dorado & Co. are quite busy, and were compelled to seat more hands, as El Rico Habano is a drawing card in the United States, Canada, Great Britain and Germany.

Remigio Lopez, of Remigio Lopez & Hno., left for a short business trip to the United States, via New York, in the interest of La Mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

Wm. J. Hazelwood left last week, after having completed purchases for Leopold Powell & Co. to the extent of 1,500 bales of Vuelta Abajo and Tumbadero.

Sales of most importance were:

Miguel Perez,	800 bales.
G. Salomon y Hnos.,	550 "
M. Garcia Pullido	500 "
J. M. Garcia & Co.,	436 "
A. Pazos & Co.,	400 "
Loeb Nunez Havana Co.,	400 "
Sobrinos de A. Gonzales,	400 "
Aixala & Co.,	374 "
Muniz, Hnos. & Co ,	300 "
Jose Menendez,	250 "
Jorge & P. Castaneda	200 "
Voneiff & Vidal Cruz,	160 "
Fernando Fernandez y Hno ,	140 "
Grau, Planas & Co.,	100 "
Rabell, Costa & Co.,	87 "

H. Anton Bock left highly pleased with his purchases, which amounted to 600 bales of the best Vuelta Abajo.

Jorge & P. Castaneda have finished their packing in San Antonio de los Banos and Marianao. The clean part of their escojidas of Tumbadero leaf amounted to 5,000 bales.

E. A. Kline & Co. secured 500 bales of Tierra Llana Vuelta Abajo factory vegas for their Rigoletto brand, which they expect to make one of the leaders here before long, as Don Eduardo Kline is a hustler and means business. If using some of the finest tobacco grown and turning it into perfect cigars is not the first step in building up a reputation, then nothing else can do it, but so far the public has not been slow in detecting true merit, and when push and correct business principles are applied success cannot fail, and it only requires a trifle of patience in order to reap the harvest. The leading importers of London, J. Frankau & Co., have given an initial order for 250,000 cigars to E. A. Kline & Co.

Sobrinos de V. Diaz have become convinced of the benefits that will accrue to them in the growing of cheese cloth tobacco, and will equip the Mamey farm with the necessary outfit for next season.

Geo. F. Aarons purchased 200 bales of Vuelta Abajo and Partido for his firm.

Antonio Suarez reports no sales this past week, but he has received 700 bales from his packings in the Vuelta Abajo.

A. M. Calzada & Co. have been doing a fair business of late, although notice of it was inadvertently omitted in my letter. Don Antonio, while in Tampa, made some good sized sales to their customers and they have received some 210 bales from the Vuelta Abajo during the past eight days.

Voneiff & Vidal Cruz are more or less busy all the time, buying and selling, as Don Francisco Vidal Cruz cannot rest quiet unless he has his hands full constantly.

Suarez Hnos. could not repeat their large sales the past week, otherwise their stocks would be gone too quickly, and they will have to reserve a fair share for the regular customers who will arrive here later in the fall or winter. They are still very busy in forwarding their two escojidas, of which they are receiving good sized lots every week.

Garcia & Co. are doing a good business, buying in the country and selligg in the market here, but Don Manuel Garcia refuses to give particulars of their transactions.

A. Pazos & Co. received 700 bales from the country last week. They shipped 400 bales to New York, besides having sold here to several local factories. During the absence of Don Avelino his brother, Don Vicente, and their buyer, Don Ramon Rodriguez, will continue at the helm, as well as Don Andres Santalla.

Receipts From the Country

	Week Ending Aug. 27. Bales	Since Jan. 1. Bales
Vuelta Abajo	11,903	146,460
Semi Vuelta	1,004	9,929
Partido	1,882	42,987
Matanzas	—	185
S. Clara & Remedios	4,130	33,391
Santiago de Cuba	—	588
Total	18,919	233,540

PATENTS RELATING to TOBACCO, Etc

768,582 Match making machinery; Almon B. Calkins. Franklin, N. J.

768,996 Cigar tip cutter and advertising device; Anthony and A. Iske, Lancaster, Pa.

768,685 Combined cover and cigar cutter; Wm. Pearce. Birmingham, England.

768,777 Cigar machine ; Benjamin H. Snavely, Brunnerville, and T. H. Keller, Lititz, Pa.

768,831 Cigarette and cigar making machine; Benjamin W. Tucker, Newark, N. J.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 02 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: Graplanas. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—Reform.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"Calda." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. W. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

ROTHSCHILD & BRO.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

84 SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

TOBACCO NEWS OF GREATER NEW YORK

There was quite an exodus of visiting leaf buyers from New York last week, and in consequence the market has simmered down to its usual normal conditions after nearly three weeks of exceptional activity. During the week the tradings were largely in the line of Connecticut tobaccos with also a good demand for Pennsylvania, but particularly the 1903 goods.

The Sumatra market has been quiet yet steady.

No important change was reported in the Havana market.

The 4 per cent bonds of the Consolidated Tobacco Co., which became so active on Wednesday last, made a further heavy advance on even larger dealings. Tremendous blocks were dealt in and chiefly because of the business in these bonds the total bond sales of the day amounted to nearly $9,000,000, or three times the average of recent sessions. The bonds closed on Wednesday at 70¾; they opened yesterday at 73, and after touching 73¼ they declined to 70¾. then recovered to 73 and finally closed at 72¼. There was no real news to explain the violent rise. Representatives of the company claimed that they had no explanation for the movement. A report that a rearrangement of the company's capitalization is contemplated could not be confirmed.

A quantity of tobacco and liquor which it is said seamen of the Scandinavian-American liner United States were trying to smuggle into this country was seized on the vessel last week by Customs Inspectors Hooley and O'Neill, who are regularly detailed to the duty of searching vessels from foreign ports. The tobacco was packed in 18 bags containing about 50 pounds each.

Four seamen who are suspected of owning the goods have not returned to the vessel since the seizure, although all four of them have their wages for the trip due them. Two of them, Otto Johannson and Nils Peter Nilssen, abtained leave to visit a sick comrade early in the day. The other two, Fritz Tomreys and Johann Johannsen fled from the ship while the officers were making their search, and it is supposed that they warned their comrades to keep away.

The Continental Tobacco Co. has declared the regular quarterly dividend of 1¾ per cent on its preferred stock, payable Oct. 3. Books close Sept. 17 and reopen Oct. 4. The company also declared a dividend of 4 per cent on its common stock, payable Oct. 3 to stockholders of record of that date.

The following letter was issued by Mr. Benno Neuberger, president of the New York Leaf Tobacco Board of Trade, to the New York World in response to its request for a brief statement concerning the political views of the body, the trade having participated in the sound money parade of 1896:

September 2, 1904.

Political Editor, Morning World, City.

Dear Sir:—Replying to your inquiry regarding my political views in connection with the coming campaign, beg to say that the interests of the tobacco trade are so extensive and liable to be affected by issues developing during the next few weeks, that I feel justified in awaiting the letters of acceptance from both President Roosevelt and Judge Parker before committing myself to any definite conclusion.

The tobacco trade in this country involves not alone the farmer who raises the tobacco and the dealer who handles it, but on the other hand we have at present engaged here 26,433 cigar manufacturers, employing between 150,000 and 200,000 people. Under the policy of reducing the tariff on imports from the Philippine Islands these people will be thrown in direct competition with the cheap Chinese labor at present employed there, which at this time is excluded in the United States by the Chinese Exclusion Act, which act cannot be operated with any force or effect in the Islands, as long as the Chinese labor is so thoroughly imbedded there.

Naturally, the party who will oppose further reduction of tariff on imports from the Philippine Islands will have a great influence on our views, for the tobacco industry in this country, with the capital involved and people employed, is deserving and needs all the protection possible. Our farmers have to be encouraged in raising tobacco, our dealers in handling it, and our cigar manufacturers in carrying on their vocation of life support.

Further than this, the circumstances in connection with the repeal of Section 10 of the Dingley Bill (which forbids the placing of coupons or premiums in packages of cigars and tobacco) has had its influence on our trade. When such prominent Republicans as participated in this scandal, see fit to handle in the manner they did in this instance, an industry with as much at stake as the tobacco trade has, I, of course, am forced to look in other directions for protection against the encroachment of trusts and monopolies, although on the other hand, the Democrats, during the last session of Congress, did not offer us a great deal of hope from that party either. I shall therefore be guided in the direction from which I can expect the best safeguarding of our interests.

Respectfully yours,
BENNO NEUBERGER.

Isaac Meyer & Co., 160 Water street, extensive packers of Connecticut and other tobaccos, recently purchased the buildings of Pope Manufacturing Co., at Thompsonville, Conn., which will be used as a warehouse.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.
J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

An application for the dissolution of the Newark, N. J., manufacturing firm of Lewis & Allen Co. was filed last week by Att'y-Gen. McCarter, who is a member of the law firm of Williams & McCarter, of Newark, New Jersey, acting as the principal attorney for Thomas Allen, with whom are also engaged as associate counsellors James, Schell & Elkus and Leo Oppenheimer, of New York. The application is not only for a dissolution of an alleged partnership, but also for the appointment of a receiver for the firm of Lewis & Allen Co., manufacturers of certain brands of little cigars, cigarettes, stogies, etc., but which is known as a separate and distinct concern from that of I. Lewis & Co., manufacturers of cigars. In his petition, Mr. Allen alleges unsatisfactory business arrangements, stating that a copartnership was formed in writing, agreeing that Mr. Allen should have a half interest in certain brands of little cigars, cigarettes, etc., which the firm of I. Lewis & Co., were thereafter to manufacture, among which brands there were several which Mr. Allen as a member of the late firm of Plough & Allen Co., of Jersey City, had been engaged in manufacturing previous to his engaging in a partnership arrangement with Mr. Lewis. It is now alleged that I. Lewis & Co. are manufacturing little cigars under names so similar to those controlled by Mr. Allen that they were infringements upon his titles, and that under the existing conditions he was no longer able to properly protect his interests. The defense argues that the firm of Lewis & Allen Co. have no legal existence, never having been incorporated, but that it was used merely for the purpose of distinguishing certain brands manufactured by I. Lewis & Co. The plaintiff, of course, is acting upon the claim that a distinct firm of Lewis & Allen Co. was created by an agreement in writing, and that the question of incorporation was entirely irrelevant.

The Central Cigar Manufacturing Co. has been incorporated with a capital of $75,000. The directors are H. A. Wulfers and Peter Quinn, both of New York, and Hugh Meehan, of Jersey City, N. J.

The Orient Cigar Co., of New York, for manufacturing tobacco, has been incorporated with a capital of $5,000. The incorporators and directors for the first year are J. Wolfe, H. Elfers and F. M. Marks, all of New York.

The Cuban Tobacco Co., of Jersey City, N. J., was incorporated for the purpose of engaging in the wholesale and retail tobacco business with a capital of $5,000. The incorporators are B. L. Dusenbury, W. R. Journlay, Jr., and John S. Thompson, all of Jersey City.

H. Duys & Co., the well known Sumatra importers at 170 Water street, have taken into their employ Wm. L. Uhler, who is a son of R. R. Uhler, the popular Pennsylvania representative of the house. As soon as young Uhler shall have learned some details of the business he is to be advanced to a salesmanship.

PORTO RICAN CONDITIONS.

Harrison Johnson Gives an Interview.

In a recent interview Mr. Harrison Johnson, Vice-President and General Manager of the Cayey-Caguas Tobacco Co., which has factories at Cayey and Caguas, Porto Rico, with the headquarters for the United States at 90 Wall street, New York, said:

"Tobacco growers and cigar manufacturers of Porto Rico are having a hard time to combat the popular opinion in this country that Porto Rican cigars are not up to the Cuban standard.

"As a matter of fact, the cigars of Porto Rico are as good as 90 per cent of the cigars of Cuba, and as good as any, with the exception of those made from tobacco grown in one Cuban province. Great strides in the manufacture of cigars in the island have been made since the American occupation, although just at the present time in two or three of the principal districts we are troubled by strikes.

"The condition of the cigar manufacturer in Cuba, that is, the laborer, is excellent. Many of the good workmen make from $2 to $3 a day, although as a general thing wages are not as high as they are in the United States. Living expenses in the island are not as great, and in addition to that the workingmen have not been used to the high wages which prevail here."

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. E. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSCH,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Slot Machines in York.

Judge Bittenger Scores them as Gambling Devices—Tobacco News of the Week.

York, Pa., Sept. 5, 1904.

When a bill was presented before the grand jury last week, charging two cigar store men of York with keeping gambling houses, it was ignored, but when Judge Bittenger learned of it he rendered a stinging rebuke against slot machines and sent the bill back to the grand jury for reconsideration, remarking that "the machines are gambling devices just as much as a poker table or a shuffleboard." He added: "No matter what is played for, it is gambling. Boys and young men who frequent cigar stores where slot machines and pool tables are conducted, learn to smoke, get away from obedience to their parents; they won't work and they learn all kinds of evil." He also declared the devices do more to corrupt youths than do the saloons.

Manufacturers in this section are rather disappointed that there is not more rapid improvement in trade yet than seems to be coming their way, and really busy factories are few.

W. H. Raab, of Dallastown, started, on August 15th, for a six weeks' trip. He will go as far as California and, returning, stop at St. Louis.

A. Kohler & Co., of Dallastown, have an exceptionally good run on several of their leading brands, and are behind on their orders for them.

P. G. Shaw, of Dallastown, has a good trade on his Gov. Thos. Hutchinson and Geo. F. Nash brands.

The Glatfelter-Snyder Tobacco Co., manufacturers of the Big-Bob and Uncle Jim brands of smoking and chewing tobacco, are making good progress on their new factory at Yoe. It will be 32x30 feet in dimensions and three stories high. Mr. Cornelius S. Snyder, of this company, contemplates a western trip about the middle of this month, when he will take in St. Louis and the Fair. C. W. Snyder, of Yoe, is visiting St. Louis.

The El Francisco Cigar Co., at Yoe, are making quite a run on their Novelty Bouquet. It seems to be attracting considerable attention where introduced so far, and will be made their leader.

Miller Bros., cigar box manufacturers at Red Lion, are installing a new 100-horse power boiler and engine in their factory, which has been made necessary by launching into the manufacture of cigar box lumber.

The new factory building being erected at Dallastown for the York Cigar Co., a branch of the United Cigar Manufacturers, of New York, is progressing rapidly, and will be ready for occupancy before the end of the present month.

Geo. W. Parr, of Littlestown, has just returned to factory headquarters, after a ten days' vacation spent at a Jersey Shore summer resort.

The Keystone Cheroot Co., at Hanover, manufacturers of cheroot and all tobacco cigarette products, are quite busy, and employ a larger force than ever before.

W. Brandstaetter, of the Keystone Variety Works, at Hanover, cigar ribbon embossers and specialty label people, is spending a vacation at St. Louis, taking in the sights of the great fair.

D. W. Fry, of Spring Forge, is very busy on his Lombary brands, and can scarcely get them out fast enough to meet the present demands.

Sprenkel & Koutz, of Spring Forge, have a more active trade this year than for some time past. They make a specialty of their Little Dutch and King Buck brands.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)
JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STEIN, Lancaster, Pa.

Philadelphia Tobacco Trade.

THE LIBERSTEIN DIFFICULTIES.

Julius Liberstein, cigar manufacturer at 44 North Seventh street, last week called a meeting of his creditors, to consider his financial condition. It was shown that he owed $2,183.10, principally for leaf tobacco, divided among four leaf houses in Philadelphia and one in New York, with the exception of $550 borrowed money owing to his father and brother. His assets were given at $1,156.50, represented by the stock of goods on hand, cigar factory fixtures, and some outstanding accounts. He made a proposition of settlement at forty cents on the dollar—twenty per cent within fifteen days, and twenty per cent in notes at two and three months, which notes, however, were to be secured by a transfer of his outstanding accounts. The Philadelphia creditors appear to have assented to this proposition, but the attitude of the New York house is not yet known.

CHANGES OF PATTERSON MEN.

Several changes have been recently made in the local representation of the R. A Patterson Tobacco Co., makers of the Lucky Strike cut plug.

Mr. Reinheimer, who has been the company's representative in the local trade for several months past, has been assigned to the force of the United News Co., while Mr. Wheelwright has been deputized to look after the company's interests here for the present.

CAMDEN CO. EMBARRASSED

The L. F. Williams Co., of Camden, N. J., is in financial difficulties, and a meeting of creditors has been called for Thursday of this week, at 10 A. M. The assets of the company consists of stock valued at $2,000, fixtures valued at $1,000 and book accounts to the extent of $6,000. The liabilities are about $7,000. It is expected that some arrangement can be made for an extension of time or for the appointment of a receiver.

Mr. Williams expects to see the creditors are satisfied and that the necessity of going to court is avoided. The embarrassment of the L. F. Williams Co., which is incorporated, does not effect the affairs of the Globe Cigar Manufacturing Co., of which Mr. Williams is President. The meeting will be held at the office of Wilson, Carr & Stackhouse, attorneys for the L. F. Williams Co., on Market street, Camden.

J. Gilleland, of Ridge avenue above Vine street, is conspicuously displaying the Mabel Love, Uncle Mack and Carmen cigars.

With Manufacturers and Jobbers.

An amusing mishap occurred to two well-known and experienced salesmen attached to a big cigar manufacturing company of this city last week. They were on their way clear across the continent and at Denver missed their trunks, which should have followed them from Omaha. The trunks contained their relay clothing and all their cigar samples, and they were certainly in a quandary. They immediately flashed telegrams to headquarters in this city and the bluff manager promptly returned word to find the trunks at once or proceed without them. The officials of the Burlington Route got a hustle on, but what had become of the trunks was a mystery. They had either been misdirected or a mistake made in transportation. Big customers were disappointed in not seeing the samples, and one of them telegraphed a complaint to the offices in this city, blaming the railroad company. In the meantime the two salesmen purchased additional wardrobes and restarted on their journey. It is supposed the missing trunks were finally found.

George Valentine, of A. S. Valentine & Son, spent a few days at Atlantic City during the past week, entertaining A. Ruhstrat, of the Ruhstrat-Cowley Company, of Chicago. The Ruhstrat-Cowley Company are extensive handlers of the General Greene seed and Havana cigar, as well as the Betsy Ross and the Judge Best nickel cigars, all of which are manufactured by A. S. Valentine & Son. The factories of the latter concern continue to be taxed to their utmost capacity to fill orders. The Witherspoon cigar, which has been out for about a year, is holding its own among the high grade brands.

The new factory of the Theobald & Oppenheimer Co., at Perkasie, will soon be ready for occupancy about the first of October. Nickel goods will be manufactured and about 250 hands employed, bringing the total number of employes of the T. & O. factories up to about 2,000.

J. C. W. Frishmuth, of Frishmuth Bros. & Co., is spending a pleasant season on his farm in Florida. J. C. W. Frishmuth, Jr., opened the reed bird season in New Jersey last week by bagging 22 reedies and 5 rail birds. In two weeks the firm expects to be moved out of the Frishmuth factory on Third street to the mammoth new plant at Seventeenth street and Allegheny avenue.

Frank Teller & Co. experienced one of the heaviest shipping weeks of their history last week. Cigars by the hundreds of thousands were sent away, showing that the industry is picking up after the lull of the summer months. Mr. Teller has gotten out neat folding safety match cases, that contain a good supply of matches. These are handy presents to the customers of retail stores and advertise the General Stewart and Royal Blue cigars. Mr. Teller has completed his vacation trips to Atlantic City, and is getting ready for an aggressive campaign after fall trade.

Representative Wheelwright, of the Patterson Tobacco Company, of Richmond, Va., manufacturers of the Lucky Strike tobacco, is going to have a quartette of colored jubilee singers from the South at the Tobacco Exposition next month. They are expected to be a great drawing card. Mr. Wheelwright says that the Lucky Strike is handled by 6,000 dealers in Philadelphia and vicinity. On Monday last he addressed the Philadelphia Typographic Union at their picnic at Willow Grove, taking for his subject "Union Tobacco."

The United News Company has taken the agency for the El Marco Smokers, made by the Bock Manufacturing Company, of this city. The smoker is cheroot in shape and contains no binder. It is of fine Porto Rico filler and wrapper. The News Company's first order was for 500,000, which will be sold to retailers at $11 per drum of one thousand, with a complimentary box of twelve with the first order. The United News Company contemplates taking much larger quarters than the present ones at Thirteenth and Filbert streets.

Otto Eisenlohr, of Otto Eisenlohr & Bros., sails from Europe for this country on the 16th inst. The Eisenlohr family had an enjoyable time on the Continent.

The La Hilda Cigar Factory is making a special feature of Princess Tampa Diplomaticos.

P. L. Reed, representing Larus Bros., of Richmond, Va., stopped off at Philadelphia while on his way to Boston. His business was to engage a space for his house at the Tobacco Exposition, which will be held next month at Horticultural Hall.

Among the visitors in town during the week were Joseph Werthheim, of Lovera & Co, New York and Tampa, and Leo Weiss, of the National Cuba Company.

Sohval & Beker, cigar manufacturers, are having a good demand for the El Principe and Our Primo cigars, which are prominently displayed in their Fifth street window.

The Vicente Portuondo Cigar Manufacturing Company continues to enjoy a busy season, taxed to its fullest capacity. During the week Secretary Charles F. Kors paid a business trip to New York.

Bayuk Brothers Cigar Company is getting ready for an active fall business campaign. The cigarmakers are very busy getting a stock ahead so that orders can be promptly filled as fast as they come in. Bayuk Brothers claim that business has increased so far more than 50 per cent over that of last year. Peter Berlinghoff, a new salesman, last week took a trip to Buffalo and vicinity. Nathan Spear, another salesman, and Samuel Bayuk, a member of the company, started off on trips this week, the former going West and the latter South.

Louis Renshaw has moved from Atco, N. J., to Camden, where he has opened a factory and store on Chestnut street. His business has been growing steadily.

B. F. Rittenhouse, of Red Hill, manufacturer of the David Rittenhouse cigars, is having a busy season, and is employing 34 hands.

Thomas Knauss, a cigar and tobacco dealer of San Francisco, was in town during the past week after an absence of twenty-five years.

H. B. Grauley advertised for fifty more hands for his Souderton factory this week. The factory is unusually busy on the Golden Rule, Orange Flower, Lord Casper and other brands.

Doddy, Jordan & Co., at Fifth and Race streets, manufacturers of the Spiro and other brands of cigars, have called a meeting of creditors for today, to consider their present financial condition. No information will be made public until after the meeting.

S. R. Kocher, of S. R. Kocher & Son, cigar manufacturers at Wrightsville, Pa., was a visitor among Philadelphia jobbers last week, and stated that the factory was pretty well supplied with orders for their products.

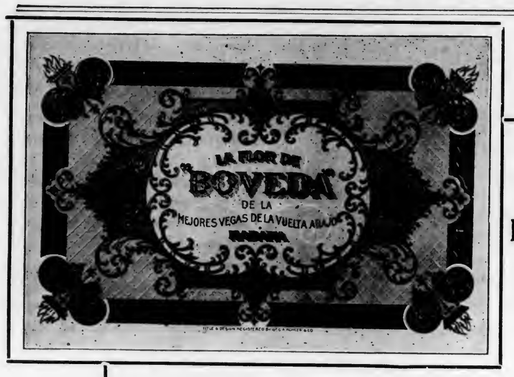
A. D. Killheffer, proprietor of the Eureka Cigar Factory, was also making the rounds of the trade of this city and Camden last week, with the usual good results.

Chas. A. Krull, cigar and tobacco jobber at 1924 Oxford street, is visiting the World's Fair at St. Louis.

Chas. Bolstatter, at 1433 Ridge avenue, has just returned from a pleasure trip to St. Louis.

McBreen's cigar store, on Sixth street above Chestnut, has a fine stock of Hoffman House, Bachelor and La Esencia igars.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited.
York, Pa.

Boveda, All Havana. **Lord Playfair,** Seed and Havana.
Nat Wills, **Montello,**
Five Cent Leaders.
Samples to Responsible Houses.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA }
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞ WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
№ 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

Leaf Dealers' Jottings.

Despite the complaints this summer of dull business in the leaf trade, a number of the dealers found, on going over their books, that there had been quite an appreciable increase over last year. Not only did the summer months show an improvement, but the average business so far this year displayed an increase over the corresponding number of months of last year.

Young & Newman found their business for August at least 30 per cent greater than that of the same month last year, and 50 per cent larger than that of August, 1902. George W. Newman, one of the firm, is getting ready to start this week on an extensive Western trip that will consume about six weeks. He has been busy during the past two weeks getting in shape the firm's business in this State.

At Lewis Bremer's Sons' place it was also ascertained that this year's business has thus far exceeded that of last year, although last year marked a good season for the firm.

There were also heavier sales this year so far than last at the house of K. Straus & Co., but the competition in prices has been closer. K. Straus, the senior member of the firm has returned to town after having spent the entire summer at Atlantic City to recuperate his health. He is greatly improved and in excellent spirits.

E. A. Calves & Co.'s steady business also shows an increase. Salesman Hershey started this week on a trip to Canada. Mr. Meyers has been doing well in New York State, while Mr. Martinez has been sending in orders steadily from Pennsylvania. Frank Dominguez is awaiting reliable information from the planters in Cuba, in regard to the new crop, before starting on his buying trip to Havana.

L. P. Kimmig & Co. have enjoyed a good trade considering the dull time of the year, and are now sampling their 1903 crop. Salesman John Konold started on a short trip this week, and Mr. Kimmig has gone to Lancaster.

The September trade has already started in with B. Labe & Sons, and a much brighter business outlook is forecasted.

F. Eckerson & Co. are very busy sampling their new stock, keeping all hands steadily at work.

B. Regensberg, representing Hinsdale Smith & Co., was also in this city several days last week, closing up some transactions in Connecticut tobaccos.

Dohan & Taitt find that their business for the present year has been showing an increase over that of last. Inquiries from manufacturers for certain goods show that factory stocks are running low and that new orders will soon be coming in.

The Amsterdam Sumatra Company has a steadily growing business and last week took on another bookkeeper. Salesman Charles Robinson has gone up the State to look after the company's business interests.

D. Pareira & Co. have made several sales of Havana and Sumatra during the week.

Walter Himml, a prominent leaf packer and commission merchant of Havana was in town during the week.

L. Bamberger & Co. report that thus far their business has been going ahead of that of last year.

Mr. Newman was found packing his trunks for his usual fall Western trip and from the looks of his samples he will surely give a good account of himself. The firm's holdings of 1903 Pennsylvania both of tops and B's will undoubtedly be quickly sold.

I. H. Weaver, leaf packer, of Lancaster, Pa., was a visitor here last week, enroute to New York and Boston.

Julius Hirschberg & Bro. shipped several good sized orders during the week.

PHILADEPHIA LEAF MARKET.

There has been a fairly active demand for domestic leaf tobacco during the past week, but only a moderate volume of business is reported, owing to a scant supply in some types of goods and the consequent high prices which prevail Pennsylvania Broad leaf has met with a steady sale, and a considerable quantity of Connecticut tobacco has also changed hands.

The Sumatra market has been quiet but steady, and only routine transactions were reported.

Havana remains inactive, but prices are well maintained.

EXPORTS.

Rotterdam.—Str. Pennmanor, 1 case, 1 bale, and 30 cases plugs.

Liverpool—Str. Friesland, 26 hhds.

AMERICAN Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE.
Our Business Basis { HIGHEST WAGES TO THE WORKERS; GREATEST VALUE TO THE CONSUMERS.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere☜

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

CHARLES BOLLSTATTER,

Manufacturer of

∴∴Fine Cigars∴∴

1433 Ridge Ave., (Both 'Phones) PHILADELPHIA

Correspondence solicited with large handlers. Write for Samples.

THE DEATH OF Mr. GUMPERT.

Mr. Richard T. Gumpert, who was the sole surviving member of the cigar manufacturing firm of Gumpert Bros., is dead.

As was his custom for some years previous, he set sail for his native home on July 9th last, in company with his wife. He had been in failing health for some months, but not even his most intimate friends considered his condition so serious as it appears to have been. He grew steadily worse, and upon reaching Bad-Nauheim, Germany, he was in such a weakened condition that he could not take the treatment of the baths, and on Thursday last he expired from sheer exhaustion as a result of heart trouble, notwithstanding a journey of over three thousand miles across land and sea in a vain hope of finding some relief from an affliction which he himself was conscious would some day prove fatal.

The startling news of his unexpected death was not received in Philadelphia until Saturday last, upon which day Mrs. Gumpert, with the body, sailed from Antwerp per Steam Ship Finland for this city.

THE LATE RICHARD T. GUMPERT.

Mere words are inadequate to express the deep regret into which the trade has been plunged by the coming of death to one of its most favorite members, or in other words the death of Mr. Richard T. Gumpert, who was the social veteran of the Philadelphia cigar trade, has closed forever an illustrious career, which brought its long time friend both fortune and lasting fame. Although he had frequently drank from the fountain of enthusiasm, his life was an example that is highly worthy of emulation.

But, alas, he died where manhood's morning almost touches noon, and while the shadows still were falling towards the west. He had crossed to his favorite retreat in the night of his life.

We present herewith the expressions of regret from some of his most intimate business acquaintances and friends:

Otto Eisenlohr & Bros.:

"We deeply deplore the decease of our friend Mr. Richard T. Gumpert, whom we held in the highest esteem, and feel that the trade has lost one of its brightest lights."

Jos. S. Vetterlein:

"I cannot describe the surprise and shock it was to me to learn of the death of Mr. Gumpert who has been my friend for years, and of whom we all had the highest regard imaginable as one of the trade's most prominent men, and no one was ever more universally liked. Always ready to lend a helping hand to employe or the trade. In him the cigar manufacturers have lost a good friend, and his loss will be keenly felt by his many old friends."

John H. Boltz:

"I was very sorry to hear of the death of Mr. Gumpert, and feel that I have lost one of my best friends. I was much concerned about his reported illness, but was in hopes that he was improving. I would feel honored to render any service possible to Mrs. Gumpert upon her arrival in this country with the body of her deceased husband."

Isadore Langsdorf:

"I am almost too full of sadness to speak of Mr. Gumpert's death. I was one of the last to see him before he went away, and have been since cheered on receipt of a letter from Mr. Otto Eisenlohr giving me at that time some encouraging news. I have known Mr. Gumpert all his life, and found him the embodiment of upright principles. The cigar manufacturers lose in him a good man, from among their ranks."

Channing Allen:

"Mr. Gumpert was one of nature's noblemen; I never knew a finer man. No cigar manufacturer in Philadelphia was more universally liked."

Frank Teller:

"It is a great pity that a man of such prominence in the trade should be taken off while virtually in the prime of life. He has always been deeply interested in the welfare of the Philadelphia trade. A man of liberal ideas, great ability and of sterling integrity. His death is a great loss to this community.

Geo. E. Spotz:

"Mr. Gumpert's death is a sad blow to us all. He was always active in looking after the interests of Philadelphia. He had the wellfare of the cigar trade at heart, and did everything possible to promote its interests. With always a kind word for competitors, he was an earnest and good man."

Samuel Fulweiler:

"We were shocked to hear of the death of Mr. Gumpert. He was a man of exceptionally good character, always straight forward in all business matters. We are proud in being able to have called him our friend."

M. KALISCH & CO.

Manufacturers of A Large Line of

HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

Robert Klee:

"I sincerely regret the death of Mr. Gumpert, who was one of the most brilliant manufacturers of our trade. It was through the efforts and aid of such men as Mr. Gumpert that Philadelphia has won the proud reputation which today is hers. He was one of the finest educated of men, and constantly working in the interest of Philadelphia."

Julius Vetterlein:

"We are extremely sorry to hear of the death of Mr. Gumpert, and his loss will be materially felt. He was not only versatile, but a power in the cigar trade, and his straight forwardness and and genial disposition made him well liked by numerous friends und acquaintances. His loss is much to be regretted."

Young & Newman:

"The death of Mr. Gumpert takes from the ranks of our industry one of its strongest men, and the loss will be deeply felt. He was a gentleman in the truest sense of the word, an honorable merchant and one whose counsel was always sought when the interests of our industry were endangered."

L. Bamberger & Co.:

"We were naturally very much grieved to hear of Mr. Gumpert's death. He was undoubtedly one of the finest men in the the trade, and far above the average citizen in intelligence, integrity and education. As a worker on behalf of the cigar and tobacco interests he was without a peer. In fact he had the welfare of the city at heart as was shown by his interests in public matters."

Mr. Gumpert is survived by a widow, one son, Albert, and a sister, the wife of Selmar Meyer, a well known insurance man, representing the Equitable Life Insurance Co. of New York.

It is known that Mr. Gumpert has left a will, but what disposition of his property has been provided for will perhaps not be made public until after the will shall have been probated.

The House of Gumpert.

Mr. Richard T. Gumpert was born at Bernburg, in the Duchy of Anhalt, Germany, on July 29, 1842, and came to the United States in his early boyhood, in company with father and mother and two brothers—Gustav, the eldest, and Albert, the youngest of the family, and one sister. In 1856 Mr. Walter Gumpert, the father of the Gumpert Bros. and in association with the sons, established themselves in the cigar business at Third and Chestnut streets, doing largely a retail cigar trade. Later the store was removed to Chestnut street below Broad, and adjoining the old Mint Building. In 1866 Mr. Walter Gumpert, the father, died, but the business was continued by the three sons.

In 1881 Mr. Gustave Gumpert, the oldest of the three brothers, died, and the business was then continued by Richard T. and Albert Gumpert.

In 1888 the retail store was removed from the above mentioned location to 728 Chestnut street, near the old Continental Hotel, and in 1890 the retail business was discontinued, and the factory and salesrooms were removed to the N. E. cor. Twenty-third and Sansom streets.

Death of Albert Gumpert.

In 1894, during a pleasure trip to Europe, Mr. Albert Gumpert met with a tragic death by an accident, falling from a bridge in Heidelberg, Germany, and expiring four hours later. His body was brought to Philadelphia and buried with Masonic honors on June 21, 1894.

In 1896 the present factory at Reading was built and occupied for the manufacture of all except the higher class goods.

In 1899 the office and factory at Twenty-third and Sansom streets was closed. All the factory equipments were removed to Reading, and the offices to the present headquarters at 114 N. Seventh street.

Wind and Hail in Lancaster

Storms Again Visit the Tobacco Belt, But the Damage Not Extensive—Trade Fair in Lancaster City—Notelets.

Lancaster, Pa., September 5, 1904.

We are having a fair leaf market in consequence of the activity in the larger cities, but the business of the past week was confined largely to the 1903 goods. Nearly 2,000 cases of leaf were purchased from country packers during the week.

Another rather destructive storm visited the county yesterday, and passed through Lebanon county all along the tobacco belt. The wind was terrific, and was accompanied by considerable hail in some sections, but the estimated extent of damage is not as great as during the previous storm.

Housing of the new crop has been going on as rapidly as possible, but large tracts are yet to be taken in.

I. H. Weaver left last week on a business and pleasure trip to Boston and the East, stopping at Philadelphia and New York enroute.

H. H. Miller, who has been confined to his home by illness for several weeks, is much improved and will soon again be able to look after business as usual.

E. M. Brash, of the Johns-Brash Cigar Co., advises me that he will soon be be ready to show the trade a large line of samples of new goods to be offered by them. The preparations of this new company have been very extensive and the new line of goods is very large and complete in all particulars.

T. D. Shertzer, leaf dealer on East Fulton street, has been quite an active trader lately. His warehouse, which is 50x100 feet, contains three floors, and is well filled with goods of all kinds.

Henry G. Hoeltzel, of North Queen street, is out of the city on a two weeks' vacation.

Representatives of lithograph houses are again getting busy, in anticipation of fall trade, and several have been here during the past week. They included Sam. Kauffman, with Wm. Steiner, Sons & Co., New York; H. B. Cochran, of Philadelphia, representing Petre, Schmidt & Bergman, New York, and E. A. Wallick, of York, representing the Maryland Litho Co., of Baltimore.

C. Ruppin, of Akron, who operates an extensive union factory, is busier now than for many weeks past, and has a force of over a hundred hands at work.

A. P. Snader of Ephrata, is putting out an elaborate new line of goods, and has just about completed preparations for a most active fall campaign.

In Reading and Vicinity.

The City Sued for Damage Caused by Broken Water Main.

Reading, Pa., Sept. 5. 1904.

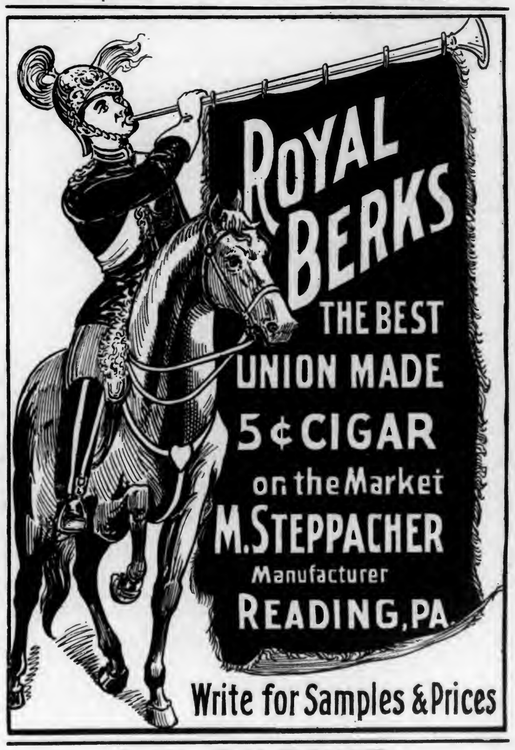
Julius G. Hansen has entered suit against the city of Reading for $5,000 damages to his factory at Tenth and Spring streets by the bursting of a water main last winter during the extremely cold weather.

John G. Spatz, of J. G. Spatz & Co., has been on another western business trip and booked a number of desirable orders for their product.

Soon after returning from the West, including a visit to the World's Fair, he again made a visit to Louisville, Ky., as a member of the Reading delegation of the Knights of Pythias, and has just returned from that trip.

Pottstown cigar manufacturers have recently experienced some difficulties with striking cigar makers, who claim that they could not earn comfortable living wages at the rates offered, but the manufacturers maintain that the rates they pay are as high as at most places, and higher than at a great many.

Wm. L. Uhler, son of R. R. Uhler, of Lebanon, a wellknown leaf tobacco salesman, is expecting to go to New York, to enter the employ of H. Duys & Co., with whom his father is also engaged.



C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

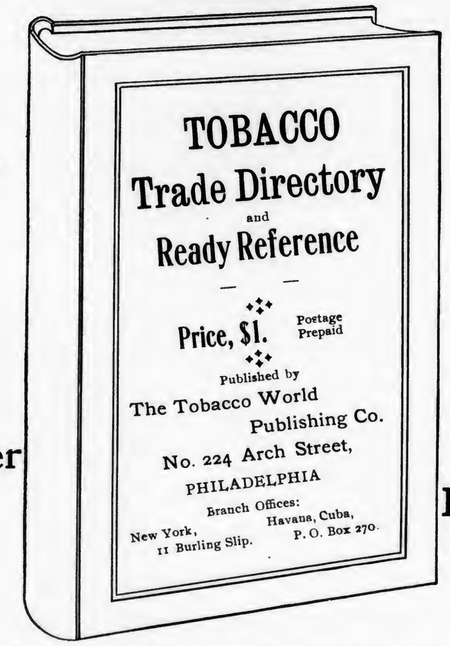
THE ONLY REASONABLE, JUST and EQUITABLE PRICE

For This

Tobacco Trade Directory

Is **$1.00,** Postage Prepaid.

THIS IS IT.



Every Manufacturer Needs It.

Invaluable to the Hustling Jobber.

IT CONTAINS A COMPREHENSIVE LIST OF

The Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners, Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of *The Principal Wholesale Houses.*

It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

PUBLISHED ONLY BY

Tobacco World Publishing Company,

No. 224 Arch Street, Philadelphia.

Fully Protected by Copyright. SEND FOR IT NOW.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

The Gilt Edge Cigar Box Factory
Is the Largest in Lancaster. Prices and Workmanship will compare favorably with any in the State.
Cigar Boxes and Shipping Cases, Labels, Edgings and Ribbons, Cigar Manufacturers' Supplies—all kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market St., LANCASTER, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!

Little Prince and East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made **CIGARS**
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Trade-Mark Register.

GOLDEN QUALITY. 14,553
For cigars, cigarettes, cheroots, stogies, tobacco and snuff. Registered August 24, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

QUEEN MIXTURE. 14,554
For cigars, cigarettes, cheroots, stogies, tobacco and snuff. Registered August 26, 1904, at 9 a m, by J. S. Geller. Sons & Co., Philadelphia, Pa.

KING'S DELIGHT. 14,555
For cigars, cigarettes, cheroots, stogies, tobacco and snuff. Registered August 26, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

JAP-ANOLA. 14,556
For cigars, cheroots and tobacco. Registered August 27, 1904, at 9 a m, by S. S. Flinchbaugh, York, Pa.

U. S. PROTECTOR. 14,557
For cigars. Registered August 29, 1904, at 9 a m, by Wm. M. Snyder, Reading, Pa.

SEVENTY-SEVEN (77). 14,558
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 31, 1904, at 9 a m, by F. M. Heere, Philadelphia, Pa.

WHOA BOY. 14,559
For cigars, cigarettes, cheroots, stogies and tobacco. Registered August 31, 1904, at 9 a m, by Frank S. Brant, Philadelphia, Pa.

GOOD FOR ROUGH. 14,560
For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 1, 1904, at 9 a m, by S. R. Kocher & Son, Wrightsville, Pa.

THE DILLIE BOY. 14,561
For cigars. Registered September 1, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

ORIGINAL STARS. 14,562
For cigars, cigarettes, cheroots, stogies, tobacco and snuff. Registered September 2, 1904, at 3 p m, by W. Stern, Philadelphia, Pa.

S. L. S. (SIX LITTLE STARS). 14,563
For cigars, cigarettes, cheroots, stogies, tobacco and snuff. Registered September 2, 1904, at 3 p m, by W. Stern, Philadelphia, Pa.

THE TURK. 14,564
For cigars. Registered September 3, 1904, at 9 a m, by H. W. Reigel, Reading, Pa. (By transfer from Blanchard, Young & Co., successors to Murray, Spink & Co., whose original registry was dated February 22, 1884.)

SEARCHES.

Excello, Chetwoode, Billie Taylor, Prince Alfred, Berkshire, King Philip, King Quality, Gold Heels

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Plotzki Papierosy, Cuban Birth, Pretty Cubans, Ducatel, Convroe, Sierra Blanca, Ybeta, Sanzio, Villa Verde, Afiola, Nemi, J. Wells Champney, Senator J. R. McPherson, I. L., Spectrum, Walnut 750, Main 1800, Abocado, Post Boy, W. K. Gresh & Sons' Record-The Results of a Life Time Experience, Ola Del Moro, Artful, Aunt Mandy, Prince of Peace, Federative, Decapo, Duc De Dino, General Alexis N. Kuropatkin, General Stoessel, Carl Schurz, Allison Hotel, Rosa Dixon, Prosper Merimee, Blue Grass Girl, Empire Girl, Diamond Mine, Silver Mine, Bradley's Best, His Highness, Thomas Betterton, White Spot, Banzai, Henry W., Washington Arms, Bridle-Path, Red Glare, Dona Tena, Prager's Special, Stage Coach, National Banker.

SALE OF BLAND TOBACCO COMPANY.

The latest acquisition by the American Tobacco Co. is that of the Bland Tobacco Co., of Petersburg, Va., as is evident from the following circular issued on September 1:

Petersburg, Va., Sept. 1, 1904.

To Our Customers:—We have this day made arrangements whereby in the future our brands of smoking tobacco will be marketed by The American Tobacco Co., and our brands of plug tobacco by Continental Tobacco Co.

The address of each of these companies is 111 Fifth avenue, New York, N. Y.

All orders for and correspondence relating to these brands should be addressed to the respective companies as above.

Very truly yours,
BLAND TOBACCO CO.

Among the more prominent brands of the Bland Tobacco Co. was the Gaiety Cut Plug, which had quite an extensive sale in various sections of the country.

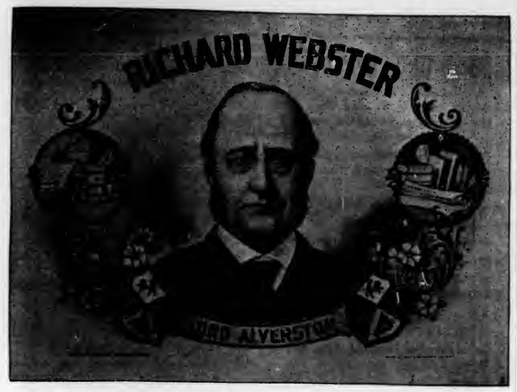
WISCONSIN ACREAGE.

The tobacco growing acreage of Rock County, Wis., one of the largest tobacco growing counties of the State, is herewith shown as follows, as indicated by assessors' returns. It shows a considerable falling off, due, it is thought, to the growth of the beet sugar industry:

	Acres in 1903	in 1904
Avon	164	146
Beloit	43	77
Bradford	7	15
Center	699	472
Clinton	78	44
Fulton	942	763
Harmony	591	383
Janesville	575	319
Johnstown	94	48
La Prairie	201	196
Lima	9	5
Magnolia	382	131
Milton	160	156
Newark	178	210
Plymouth	448	380
Porter	1,037	898
Rock	397	274
Spring Valley	477	—
Turtle	31	10
Union	291	214
Clinton Village	9	6
Orfordville Village	164	146
Edgerton City	165	89
Evansville City	35	28
Janesville City	249	26
Total	7,372	4,900

It will be observed that the town of Spring Valley is omitted in the above table. Estimating the acreage of the town at the average reduction from last year, the total tobacco crop of the county this season will reach about 5,300 acres.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.

Correspondence Invented
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Sept. 3, 1904.

Fiume—M. L. Herzog & Co., 6 bales tobacco.

Hamburg—American Tobacco Co., 24 bales tobacco.

Laguayra—American Tobacco Co., 8 cases cigarettes.

Vera Cruz—Jas. E. Ward & Co. 47 cases cigars, 243 bales tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Aug. 30:
(110 bales; 36 cases.)

H. Duys & Co.	36 bales
F. & E. Cranz	35 "
Company's General Agent	13 "
Order	7 "
Hilson & Co.	6 "
Leonard Friedman & Co.	5 "
United Cigar Manufacturers	5 "
Simon Auerbach & Co.	3 "
A. Murphy & Co.	34 cases
Pim, Forwood & Kellock	2 "

HAVANA TOBACCO

Str. Morro Castle, arrived Aug. 30:
(3,108 bls.; 159 bbls.; 345 cs.; 90 trunks.)

Jas. E. Ward & Co.	1,083 bales
Selgas Suarez & Co.	263 "
A. Cohn & Co.	249 "
Sartorius & Co.	218 "
A. Pazos & Co.	158 "
G. V. Watson & Co.	154 "
Manrara Bros. & Co.	106 "
J. Bernheim & Son	101 "
M. Alvarez	86 "
F. Miranda & Co.	85 "
S. G. Ruth	82 "
Keiser & Boasberg	65 "
S. Ruppin	62 "
Carl Vogt's Sons	51 "
Fred D. Grave	50 "
E. A. Kline & Co.	46 "
Jacksternstein Bros.	38 "
E. Arendt & Son	35 "
Simon Batt & Co.	28 "
Rodriguez Fernandez	26 "
I. Bijur & Son	25 "
Hamburger Bros. & Co.	23 "
S. L. Goldberg & Sons	20 "
J. W. Merriam & Co.	19 "
C. Upmann	15 "
Mendelsohn, Bornemann & Co.	15 "
Calixto Lopez & Co.	3 "
Theo. Rouera	2 "
A. Gonzalez & Co.	50 bbls.
E. Regensburg & Sons	40 "
A. Murphy & Co.	34 "
Manrara Bros. & Co.	10 "
Hinsdale Smith & Co.	10 "
Manuel Cruz	6 "
J. Bernheim & Son	5 "
Jas. E. Ward & Co.	4 "
J. E. Ward & Co.	345 cases
J. E. Ward & Co.	90 trunks

Str. Havana, arrived Sept. 2:
(565 bales; 5 cases.)

J. Bernheim & Son	300 bales
J. E. Ward & Co.	138 "
Friend & Co.	70 "
E. M. Schwarz & Co.	25 "
M. S. Arrue	16 "
Carl Vogt's Sons	16 "
Alex. Murphy & Co.	16 cases

HAVANA CIGARS

Str. Morro Castle, arrived Aug. 30:
(216 cases.)

Havana Tobacco Co.	154 cases
Park & Tilford	26 "
G. S. Nicholas	14 "
L. J. Spence	6 "
Canadian Pacific R. R. Co.,	4 "
Calixto Lopez & Co.	4 "
Waldorf-Astoria Segar Co.	3 "
W. O. Smith & Co.	3 "
Mailler & Querean	1 case
A. E. Outerbridge & Co.	1 "

Str. Havana, arrived Sept. 2:
(24 cases.)

J. E. Ward & Co.	17 cases
Acker, Merrall & Condit Co.	5 "
National Cuba Co.	2 "

VENEZUELAN TOBACCO.

Str. Philadelphia, arrived Aug. 29:
(337 bales; 14 bbls.)

Levi Blumenstiel & Co.	216 bales
Durlach Bros.	105 "
C. Mendez	12 "
Order	4 "
M. A. Sola	14 bbls.

VENEZUELAN CIGARS.

Str. Philadelphia, arrived Aug. 29:
(1,602 cases.)

American Cigar Co.	1,448 cases
West Indies Cigar Co.	37 "
A. S. Lascelles & Co.	20 "
Durlach Bros.	19 "
A. W. I. T. Co.	16 "
Mateo Rucabado	11 "
Victor Malga & Co.	8 "
Arguelles, Manrique Sola, & Co.	8 "
L. N. Rierra	7 "
G. W. Sheldon & Co.	7 "
Cadiz Cigar Co.	7 "
L. Santiago	6 "
Smith & Boltzenthal	4 "
C. Mendez	2 "
Cayey Caguas Tobacco Co.	2 "

WEIFFENBACH HEADQUARTERS IN COLUMBUS.

The J. E. Weiffenbach Co., among the most extensive jobbers in cigars, tobaccos and smokers' articles in Ohio, are making preparations to open a house in Columbus and make the city its principal place of business. They have secured the building at 116 and 118 East Lafayette street, which they are now fitting up for occupation.

The Columbus house will be under the management of J. J. McIntyre and C. S. Bergen, and will employ 14 traveling men all the time. The company has at present a large establishment at Dayton, which will be continued, but as their business has grown to large proportions they have found it necessary to locate a store where they could have better railroad shipping facilities than Dayton affords.

J. E. Weiffenbach was formerly president of the Wholesale Grocers' Association.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Sept. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

TOBACCO GATHERING IN SOUTH CAROLINA.

Tobacco in South Carolina ripens at the bottom of the stalk first, while in most other States it ripens either at the top first or uniformly down the stalk at the same time. Tobacco in this State rarely ever ripens down the stalk uniformly enough to cure the whole stalk at one time. We usually make four or five croppings or gatherings before we get it all. The leaf should be well yellowed before it is pulled. It shows a kind of grain before it is ready to be gathered. It takes experience to tell a ripe leaf upon first sight. Green leaves should never be pulled.

When the tobacco begins to ripen which may be anywhere from the last of June to the first of September, the bottom leaves are cropped off. This is a very simple process and is done by the laboring class. One cropper will get in between two rows and carry both at the same time. Another laborer, called "crate" or basket carrier will get in between each two croppers and carry baskets for them to put tobacco in.

Some planters use baskets to gather tobacco in, but in my opinion the best and the cheapest thing to use is a crate. The materials to make one can be bought for 8 cents, and a workman can make fifteen or twenty a day. It requires two end and six side pieces, end pieces eighteen inches wide by twelve inches high and one inch thick, side pieces five inches wide by five feet long and three-quarters inch thick

The crate is carried on a roller which is also made on the farm. Take a little wheel from five to eight inches in diameter, put an axle through it and attach shafts. A small boy at 20 cents a day is sufficient to pull one of these. When the crate is filled it is rolled to the end of the row. Another boy with an empty crate should be there to take his place.

When a sufficient number of full crates are taken to the end of the rows the wagon should take them to the barn. The best arrangement for hauling is to put a foundation on the bolsters of the wagon, higher than the level of the wheels by two or three inches. Then attach thin planks to this, so that the surface will extend over the wheels. The usual size of this surface is eight feet wide and twelve feet long. This gives a surface of ninety-six square feet to place the crates upon. This will carry from twelve to fourteen crates without bruising any tobacco whatever. Where it is hauled in wagon bodies a great deal of it is bruised.

After the tobacco is taken to the barn it is strung on sticks. The sticks used are about four feet four inches long. The thread used is ordinary wrapping cotton twine. A notch is cut in one end of the stick, and the thread is fastened in it. Then the tobacco is strung on it in a way that it is impossible to describe in writing.

About three or four leaves are put on a bunch and about thirty bunches put to one stick. The bunches are placed alternately one on one side, the next on the other. Four or five good stringers can string a barn of 1,000 to 1,200 sticks in one day.

After stringing it is taken into the barn and placed. The sticks are placed from six to twelve inches apart on the tier poles and not more than 1,000 to 1,200 sticks placed in 20 by 20 foot barn. After the barn is filled, which is generally done on Monday, the tobacco is ready for curing.—T. B. Young, Clemson Coll., S. C.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The tobacco harvest in this locality is nearly finished; a day or two more and the fields will be stripped of that densely packed green with which they have been covered.

The crop will stand as a record breaker in the last decade, and, for a wonder, most of the crop that has come under our observation is very well ripened. The tobacco plants were so large that they could not be handled so rapidly as could some of the former crops that have been raised in the past decade. In fact, when loading, in many instances, only two plants could be picked up with ease at one handling. Usually, when the butt of the stalk is small and the plants lighter, two plants can be raised from the ground in each hand, but on considerable of the present crop only one could be picked up with either hand, thus making it a more laborious job for the men who drive the teams, and also for those at work cutting or hanging the plants in the sheds.

If the weather holds favorable and we get our information correctly, the late-set tobacco will make a good crop, with good weather and no frost until the fifth to the eighth of September. After this time of year we are not apt to have hail-

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

storms, but only cold to look out for, so be ready with a large gang of men if the thermometer goes much below 40°.

We hear that a few transactions have taken place in this locality of the 1904 crop, but have not learned the figures yet. We hope that in every case enough cash has been passed to hold the buyer as well as the seller. At least ten per cent. of the value of crop should be advanced; $5 or $25 does not really bind the dealer, but if the grower is not bound he will be a man who has lots of sand, or one who understands the law points.

Our correspondents write:

Conway, Mass.: "The tobacco crop is coming in fine and taking up more room than usual; quite a number of the growers find that they have not room enough and have to draw it a mile to get into barns not in use. Every one reports that this crop is the best that has been raised in years."

East Whately, Mass.: "Tobacco is being harvested as fast as is possible, and a fine crop, one of the best in the past ten years. Not many are yet through cutting, but all are engaged."

North Hatfield, Mass.: "The tobacco harvest is getting along very fast, more than fifty per cent. being under the shingles. As fine a crop as we ever raised, at least, in this locality."—American Cultivator.

EDGERTON, WIS.

Buyers are still riding the Crawford and Vernon county sections and quietly contracting for the new crop in the fields at prices ranging from 9 to 11 cents for bundle delivery. The information reaches us that most of the desirable valley crop has been sold and the indications are that fully one half of the sound fields will soon be taken over. Ten cents is about the average price named in the contracts. There is a good deal of riding in other growing sections keeping tab on the harvest which is just fairly getting under full swing. Much of the weather of the week has been too cool for the rapid maturing of the fields, and there is a large amount of late tobacco that will scarcely reach the sheds with a phenomenal fall without frosts.

The most important transaction of old leaf for some time is the reported sale of the Westby packing of '03 by M. H. Bekkedal to T. B. Earle for the account of the Philanelphia firm of L. Bamberger & Co. The lot comprises 3,002 cases of the best Vernon county product. Dealers report a fair inquiry for old stock but sales are of minor importance.

Shipments, 300 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market is steady to firm at low prices, with decreasing stocks:

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4½c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6½c; Good, 6¼ to 8½c; Fine Wrappers and Selections, 8½ to 12½c.

Cutting of early planting was quite free this week. It is not so leafy as was expected. Late planting is still small, but good general rains last night and today, will start growth after six weeks of drouth.

Receipts for the week, 655 hhds; sales, 844 hhds.

MONTHLY REPORT—AUG.

	1904	1903
Receipts for month,	2,685	665
" year,	12,235	11,320
Sales for month,	2,800	448
" year,	10,477	7,193
Shipments for month,	2,806	686
" year,	11,776	7,569
Stocks on sale,	1,042	2,439
" sold,	1,862	1,346
Stocks on hand,	3,904	3,783

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Aug. were 3,105 hhds.
Sales " " 2,415 "
Shipments in" " 5,998 "
Total stocks Sept. 1," 4,072 "
Buyers' stocks, 1,019 hhds; Sellers' stocks, 3,053 hhds.
Stocks increased 339 hhds. during month.

Our receipts this week were 488 hhds, offerings on the breaks, 276 hhds; public and private sales, 425 hhds.

The general quality of the breaks was poor. The leaf market opened a shade

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR CORED
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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CIGAR BOXES
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We have them in large variety. Send for Samples.
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Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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LANCASTER BELLE
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GOOD POINTS
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BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor. *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

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WAGNER'S
CUBAN STOGIES
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LEONARD WAGNER,
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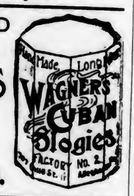

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

easier, but recovered and became firm. Lugs were generally unchanged.

As most of the prizing houses have closed, receipts will fall off—but may be swelled from the markets north of us. Some cutting of the new crop was done this week, which will be more general next week. A good, general, gentle, soaking rain is much needed for tobacco.

QUOTATIONS:

Low Lugs	$3.00	to	$3.25
Common Lugs	3.25	to	3.50
Medium Lugs	3.50	to	4.00
Good Lugs	4.00	to	4.50
Low Leaf	4.25	to	4.75
Common Leaf	5.00	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.50
Fine Leaf	10.00	to	12.00

Business Changes, Fires, Etc.

California

Santa Ana—Mrs. A. M. Brown, cigars, etc., sold out.

Illinois

Chicago—P. B. Tinan, cigars, chattel mortgage, $714.

Indiana

Indianapolis—W. J. McHenry, cigars, etc., sold out.

Kentucky

Loogootee—Rogers & Tewell, cigars, tobacco, etc., succeeded by B. L. Rogers.

Massachusetts

Boston—F. R. Ginn & Co., jobbers and retail cigars, chattel mortgage, $600. —S. P. Greenstone & Rose, New England Tobacco Co., chattel mortgage, $600.

Lawrence—J. W. Lamb, cigars and tobacco, chattel mortgage, $200.

Lowell—Thos. J. Fitzgerald, cigars and tobacco, chattel mortgage $900.—— Morris Levin, cigar manufacturer, chattel mortgage, $500.

Springfield—F. Rafaele, cigars, etc., chattel mortgage, $200.

Worcester—G. H. Jardine, cigar manufacturer, dead.

Missouri

St. Louis—A. Suhre, cigars, etc., bill of sale.

New York

Gloversville—Geo. H. Wheeler, cigars, etc., sold out.

Utica—Wm. P. Haley, cigar manufacturer, three judgments, $776.

Oregon

Portland—J. C. Dement, cigars, etc., burned out.

Pennsylvania

Pottsville—Chas. Haessler, manufacturer and retail cigars, judgment, $8,000.

Tamaqua—Herman Raabe, manufacturer and retail cigars and tobacco, satisfied judgment, $300.

Tennessee

Rockwood—S. A. Day, cigars, etc. dead.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
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Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,
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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT, KING DUKE GRANULATED, KING DUKE CUT PLUG, SHIRK'S BEST TWIST, REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

WRITE FOR SAMPLES AND PRICES TO
FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
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E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. Akron, Pa. Telephone Connection.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIV., No. 37. | PHILADELPHIA, SEPTEMBER 14, 1904. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

WHERE DO YOU COME IN?

When you buy your Sumatra and other Leaf Tobacco from the cheap fellow in the trade, and you work his goods for six months, and then you commence to get kicks on your cigars as long as you turn them out,

Where Do You Come In?

If you buy Leaf that looks all right, and you pay a few cents less than our figures, and then you find out that your coming in is *"OUT,"*

Where Do You Come In?

Suppose the cheap man, bless his heart! does sell you a lot of Tobacco on a guarantee to fix it up all right, when you monkey working it for six months trying to get all out of it you can, and you send for the cheap man, and both of you can get nothing out of it,---*Because this Tobacco was put up to catch the cheap man's trade,*---perhaps you will wonder

Where Do You Come In?

Mr. Cigar Manufacturer! THERE'S ONLY ONE PLACE to Buy your Leaf Tobacco---From A HOUSE WITH A RECORD. Character is a man's record. So it is with buying from a house on its record. When you buy from *Haeussermann's,* you get *Quality* and *The Best Goods That Grow,* and that's

THE PLACE TO COME IN.

L. G. Haeussermann & Sons,

Importers, Packers, Wholesalers & Retailers of

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No. 240 Arch Street, Philadelphia

Formerly at 23 North Third Street.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

EISENLOHR'S CINCO CIGARS Philadelphia

LORD LANCASTER, 10c.
As Clean as the Food You Eat
Vesper CIGAR 5¢
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

Reserved.

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VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

CHANNING ALLEN & CO
Manufacturers of
ALLEN'S NAPOLEON 5¢ CIGAR
FINE CIGARS
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PHILADELPHIA
Factory No. 909. Bell Telephone 4836-A.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.
Factory 1839.

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READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
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E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
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PHILADELPHIA, SEPT. 14, 1904

New Import Stamp Should be Helped Along.

WHILE Assistant Secretary of the Treasury Armstrong has approved the new design for the import stamp on cigars, and according to report preparation of the printing plates is in progress, it is believed in some quarters that considerable pressure is being brought upon Secretary Armstrong in an effort to induce him to rescind his action. In view of this President Young, of the Philadelphia Tobacco Board of Trade, is urging manufacturers to back the Secretary up.

According to present preparations the new stamp will be printed on the same paper and in the same ink as the internal revenue stamp and will be arranged to appear merely a continuation of it. The word "imported," which in itself was a considerable handicap for the domestic product, will be substituted by "United States Customs."

Secretary Armstrong's action is a pronounced victory for the National Association and it is Mr. Young's belief that a concerted endorsement on the part of the manufacturers will prevent the slipping away of any of its profit.

"Independent firms," says President Young, "should write to Washington congratulating the Department on its action, outlining the tremendous advantage which it will undoubtedly give to the domestic cigar trade."

Letters should be addressed to "The Hon. R. B. Armstrong, Treasury Dept., Washington, D. C."

• • •

Boycotting Forbidden.

A SWEEPING decree was recently issued by Judge Galbreath of Butler, Pa., against a Pittsburg local Mechanics Union that had declared a strike against a local firm of contractors and in connection with which case an injunction was issued against the strikers, who filed exceptions, which were also overruled, and the defendants ordered to pay the plaintiffs the sum of $1,770, besides the costs of the suit. The strikers were also forbidden "to request that customers have their work done in the union mills in preference to mills of the defendants."

"To conspire or attempt to interfere by intimidating or attempting to intimidate by express, or implied or direct or indirect threats of injury to business of plaintiff's customers.

"To send out any notice that plaintiffs are under the ban of union carpenters.

"To enforce the rule of the union for bidding members of the union to handle non-union mill work.

"To issue union labels to mills in the Pittsburg district for the purpose of interfering with the plaintiff's business."

• • •

SOME British reformer thinks he can stop the use of tobacco by young people through a new law. So he has introduced into the House of Commons a bill providing that no person under the age of sixteen years shall smoke or use tobacco in any form, and that the penalty for so doing shall be ten shillings for each offense. It is also provided that any one who supplies tobacco in any way to such youngsters shall likewise be liable to fines. Such legislation belongs to the sort that defeats itself by its impracticability. Unless the British youth go about with a tag officially certifying to their age, how is the tobacconist to know the person he sells to is under age? Who is to prevent a street arab from picking up a cigar stub, and smoking it? And if the urchin is caught, who is to pay the fine? Education in the home and the school, and good influences, will do most to lessen the evil of tobacco use by the young.

CONNECTICUT TOBACCO CROP

Claimed to be the Best Leaf Ever Raised—The Growth so Great that Shed-Room is Inadequate—No Damage of Any Kind was Suffered this Year.

The Hartford Courant has been investigating the condition of the Connecticut tobacco crop now being harvested, and has published an exhaustive report of the same, which we condense for the columns of The Tobacco World. The half-tone illustrations are from photographs taken by Oliver J. Gager, on the farm of Norman S. Brewer, Hockanum, and we are enabled to republish them through the courtesy of the Courant.

Reports from the tobacco growing towns in Connecticut indicate that the crop this year is phenomenal both for quantity and excellence and that the growers will be more than satisfied if the weather is fairly warm and dry for the next two or three weeks, as the work of cutting is now well under way.

There has been no hail to cut the leaf, and there has also been no damage from grasshoppers or worms. The leaves are large; so large that, whereas in former years six plants have been strung on the laths, it will be hard this season to get on five.

Growers who have had plenty of shed room in years past are now bothered to find

(Continued on p. 6.)

HANGING THE LATHS LOADED WITH TOBACCO IN THE DRYING SHEDS.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1845
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

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Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

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Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
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Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
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IMPORTERS OF
DEALERS IN LEAF TOBACCO
301 & 303 NORTH 3D ST.
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BENJ. LABE & SONS,
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DEALER IN LEAF TOBACCO
1042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
21[illegible] N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

COMPETITION.

WE present on this page a half-tone reproduction of two boxes of Turkish cigarettes, which brands are becoming active competitors in Philadelphia.

The Turkish Trophies have been on the market for some time, and have met with a rather extensive sale. They are manufactured by S. Anargyros, a branch of the American Tobacco Company.

The Turkish Delight are called Egyptian cigarettes, but like the Turkish Trophies, they are made in New York city, and by the Khedivial Company. They were only recently put on this market, and bid fair to become an active competitor with the older brand.

In generalities the packages are strikingly similar. They are both contained in maroon colored paper boxes, the printing on each being in gold, and the retail price is the same, but the latter, or Turkish Delight, are sold to dealers at a trifle less than has been the regular price heretofore for the Turkish Trophies.

Like the Turkish Trophies there are also premium tickets packed with the Turkish Delight, which will be redeemed in presents, and the list of articles to be given for these coupons is quite a large one, containing many neat and useful articles.

It will be somewhat interesting to watch the progress of these competitors.

• • •

$30,000 CIGAR EXHIBIT.

THE United Cigar Stores Co. for several days past has had five of its large windows in the Flat Iron Building occupied by a showing of imported cigars that has been a revelation even to New Yorkers. The exhibit is not intended as an "artistic effort." It is a case of "Smokes for the Smoker"—$50,000 worth of them at box prices—the most valuable as well as the most complete collection of imported cigars ever shown in New York or anywhere else. Every cigar shown is a genuine, imported Havana. Every unopened box bears the government stamp intact as evidence that it is full.

Unless this fact—that the exhibit contains no "dummies"—be taken into consideration it is difficult to realize that in the window facing Madison Square alone there are nearly $30,000 worth of cigars.

The United Cigar Stores Co. maintains in all its warehouses and stores a system of "humidors" that keeps its cigars in practically a Cuban atmosphere—damp and warm—"from plantation to purchaser," and elaborate precautions were taken to protect this Flat Iron window exhibit. Every window was made air tight and provided with a perfect miniature humidor system that effectually guards against any possibility of deterioration during the time the cigars are on exhibition.

The brands shown are La Carolina, Manuel Garcia, Villar, Cabanas, Flor de Cuba, La Intimidad, La Rosa de Satiago, Pedro Murias and La Vencedora.

Some idea of the consummate skill of the Cuban cigarmaker may be had by carefully examining the various sizes and shapes in these representative brands.

The Henry Clay brand, for instance, comprises 212 shapes, sizes and varieties.

In the space devoted to cigars manufactured by Bock & Co. of Havana there is shown a single stem with 23 perfect cigars hanging from it. A workman in Bock & Co.'s Aguilla de Oro factory rolled these cigars without detaching any portion of the leaf from the parent stem any without using any tobacco except that comprised in the original leaf.

One innovation that has made quite a hit with club men is the line of military sizes in the famous Villar y Villar brands. These are all special sizes and are named respectively, Lieutenant, Captain, Adjutant, Major, Colonel and General.

There are also some cigars at $5 each—rather large for ordinary mouth consumption, but some people who claim to know say they go famously when introduced into the bowl of a big club narghile.

All in all the exhibit is strikingly significant of the new movement in the cigar industry—the buying of the best cigars direct from the Cuban manufacturers, the selling of them direct to the consumers, and the keeping of them in perfect condition from the time they leave the field to the time they are taken from the box to be smoked.—Ex.

GIVING AWAY 30 CENT CIGARS.

"DON'T you want some fine Havana tobacco?" said the tobacconist to a customer. "I am just breaking up some 30 cent cigars and the tobacco in them ought to be pretty good."

He had a cigar box nearly full of the rich, dark looking leaves. The customer eyed them laughingly for a moment and then said, with a sigh:

"Thirty cent cigars are just about the size of my taste, but a world too big for my income."

"Not at all," said the tobacconist, cheerfully. "I am going to put this tobacco in a paper bag and give it to you without money and without price. And here is one of the 30 cent cigars. I give you that also."

"Well," said the customer, "you are very kind, certainly. But it seems a little queer. Do you give these little hand outs to everybody?"

"Oh, I'm not at all buggy," said the clerk, laughing. "The bug is in the cigar, not in my upper story.

"Look at your 30 cent cigar. Don't you see those two little holes in the side—right there in the middle of the cigar's back, just where a fine cigar smoke gets at its best?"

Sure enough, there were the holes. They looked as though a pin might have been thrust into the back of the cigars.

"The bug made 'em," said the clerk. "He's a little bit of a devil, not much bigger than a flea. He is an epicure, too. He only comes with the finest Havana leaves.

"He is so small that the cigarmaker rarely sees him when he makes the cigar. The little beggar that ruined that cigar was wrapped down in Cuba when the cigar was made. May be the egg out of which he was hatched was wrapped up.

"At all events he got there, and when one of these bugs gets into a cigar it is good by cigar, and, generally speaking, it is good by all the other cigars in the box. The bug worked his way out of the cigar you have through one of those two holes in the side. Then he tackled all the other cigars within reach.

"He wasn't satisfied with making the hole he came out of in the cigar you have. He made another hole and worked back into it again. May be there were more bugs than one in this particular box. Anyway the bug or bugs did the business for the whole lot.

"Out of twenty-five 30 cent cigars that came in this box from Cuba there were just seven that were not ruined, so far as sale is concerned. The one you have was about as little damaged as any.

"If you put a little piece of paper over the holes you can smoke the cigar all right. Its flavor is not damaged. But we never could sell it. When we have a box thus affected there is nothing to do but break up the cigar into smoking tobacco and give it away.

"It is all a dead loss to us when a box of cigars is thus ruined. We can't get back to the person who sold the cigars to us. We have to take the chance of the bug and pocket the loss."—N. Y. Sun.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

CONNECTICUT TOBACCO CROP.

(Continued from p. 3.)

shelter for their crop which they expect will sell for fancy prices. The estimate of growers runs from 15 to 25 cents a pound for the largest crop raised in a decade and which is now clear of harm except from pole-sweat.

The reports from the various towns follow :—

EAST HARTFORD.

Estimated at 700 Acres—1,500 Pounds to the Acre.

The condition of the crop continues to be good and if it holds out it will be very valuable. Several of the farmers were seen and all said it was the best crop they had ever raised. It is large, of excellent color and good quality. It is remarkably free from worm bites and is the soundest crop in many years.

The amount of tobacco raised in this town is about the same as in the past three years. All the land suitable for tobacco raising is used for that purpose and there is very little opportunity for any extensive increase. As a rule in making an estimate the entire tobacco growing section of South Windsor and East Hartford are usually considered together. A fair estimate would be 700 acres, and it will weigh 1,500 pounds, or more, to the acre.

SUFFIELD.

About 2,500 Acres—Expected to Bring $1,000,000.

The Suffield tobacco farmers are jubilant at the prospect of the result of their summer's work. An expert in growing and handling the weed, says that a more perfect crop was never grown here, and cannot be grown. About 2,500 acres are grown here, which, it is said, will average a ton to the acre, and a number of growers say their crop must bring 30 cents a pound, while others more moderate think 20 cents a pound only a fair price, taking the latter figure, and it is calculated that the value of the crop grown in this town, barring all future accident may be reckoned at $1,000,000.

There has been little increase in the acreage for the past three or four years, but as compared with that of ten years ago there is probably an increase of 50 per cent. In the acreage of broad leaf there is an increase this year of from 75 to 100 per cent over that of the past three years. There is very little if any increase in that of Havana seed and not a plant of shade grown is being raised this year.

BLOOMFIELD.

The "Finest Ever Grown" Farmers Say This Year.

The tobacco crop in this town as a whole is one of the finest ever grown. It is free from calico, yellowishness or imperfections of any kind common to its growth, in fact so perfect is the leaf, color and evenness of the growing crop that it requires a tobacconist to note and distinguish any possible difference between one piece and another.

The season has been a favorable one for its growth and a very heavy yield in weight is looked for. It is estimated to run from 1,600 to 2,000 pounds to the acre, a remarkable yield, and with favorable curing weather a quality unequaled is assured. The acreage grown in Bloomfield is from 500 to 600; three kinds are grown, viz.: Connecticut seed broad leaf, Connecticut shade grown Sumatra and Connecticut Havana. This year the Havana outdoor tobacco is largely raised by the growers, Connecticut broad leaf is raised in small proportion compared to the Havana, but its growth is unprecedented. The West Side Sumatra Tobacco Co. has thirty-five acres and the Shade Grown Tobacco Co. of Connecticut fifteen acres of shade grown, which is of beautiful growth, upon which the work of priming has begun. Three primings or pickings are made at intervals of from six or eight days apart —seven or ten leaves being taken at a priming.

GRANBY.

About 265 Acres—25 to 28c a Pound Expected.

There will be about 265 acres of tobacco harvested in Granby this year and as far as quality and quantity goes, it it is the best crop grown since 1899. The cutting began rather early which indicates that the past season has been particularly favorable. The farmers are busy and light hearted, inspired by the feeling that good prices will prevail. Of course the danger point is not passed and it will not be until the tobacco is delivered to the buyer.

There are here few large growers, the extent of the tobacco plots being generally from three to six acres. This year there have been but few worms and comparatively little of the plant has been blighted.

Buyers have as yet been few, so few as not to establish a market price, yet one ought to be justified in saying that the price will be from 22 to 28 cents a pound. Those who sell early usually get the best price, and the tobacco kept until late often goes for less than it is actually worth.

GLASTONBURY.

"A Good Sound Crop."

The reports relative to the excellent condition of the crop in the vicinity are well substantiated by those who have taken the time to investigate the matter and it is seldom that the farmers have an opportunity to place a crop under cover which promises so well as the present one. While they are by no means relieved of all risk when the crop is hanging in the sheds, the loss from pole sweat is less to be feared than the destroying hail or wind storms to which the plants in the field are constantly exposed.

ENFIELD.

About 850 Acres.

The prospect of a good tobacco crop in Enfield this year is bright. The work of harvesting is now in progress and if the favorable weather continues, the greater part of the crop will be under cover by the second week in September.

It is difficult to give an accurate estimate of the number of acres to be harvested and the probable value of the crop, as the opinions of those competent to judge vary considerably. The best estimate obtainable places the total number of acres at 850 and this is probably nearly correct. The crop will average a ton to the acre, and the indications are that the selling price will be on an average about 15 cents a pound. The number of acres of tobacco planted this year is somewhat less than last, but the estimate given, indicates that the value of the crop is somewoat above the average.

CUTTING THE PLANTS WITH THE TOBACCO AX.

MANCHESTER.

"A Large Yield of Wrappers."

All the tobacco growers in this district are at present engaged in harvesting the crop. The larger numbers are employed at the farm of the Connecticut Sumatra Company, in Wapping, where there are sixty acres under cultivation, the other growers being confined to a few acres. The crop this year is said by men experienced in the business to be the best that they have ever had; the leaf is long and thin and will give a larger yield of wrappers than that of any previous year.

WINDSOR AND POQUONOCK.

Crop Valued at $300,000 to $400,000.

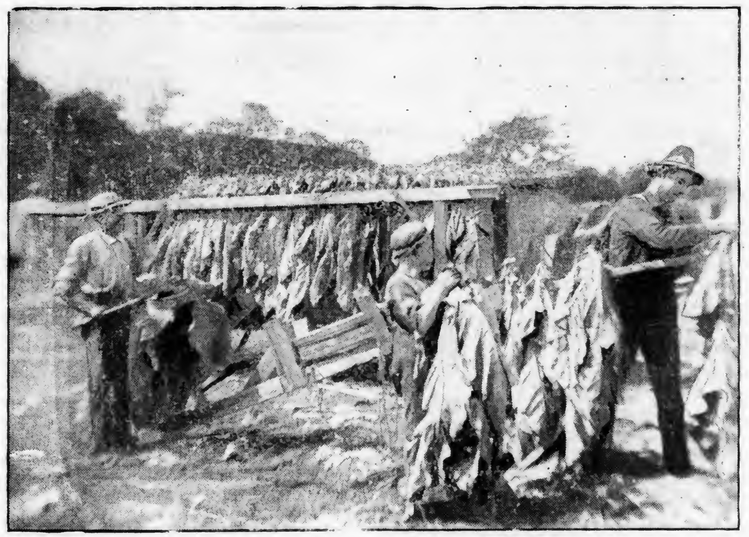
It is estimated that there will be from 1,200 to 1,300 acres harvested in the town this year, valued at from $300,000 to $400,000. The acreage will be about the same as last year, but the tobacco will weigh more to the acre. The average weight an acre is about 1,600, but the prospects are now that it will run anywhere from 1,700 to 2,000 pounds to an acre, making it one of the heaviest crops in years.

The crop is thought to be the finest in ten years and is remarkable for its extreme weight and the absence of all holes caused by worms, grasshoppers and hail. Not a single crop in Poquonock has been seriously hail cut this season. One prominent grower has placed $400 an acre as a low valuation for his crop. The average value will be between $300 aad $400 an acre.

WAREHOUSE POINT.

Unblemished, and Averages 1,900 Pounds to the Acre.

Tobacco harvesting in this section has begun in earnest, fully 20 per cent being already in the sheds. The total acreage for the town of East Windsor is estimated at 1,000 acres which is 5 per cent more than that of last year. The weight of the cured leaf, which in former years would average 1,700 pounds to the acre, will this year average fully 2,000 pounds. The crop, too, which is without a blemish, is considered the best raised in many years, and is valued at $400,000



STRINGING THE TOBACCO PLANTS ON THE LATHS.

TARIFFVILLE.

About 500 Acres, "As Fine Tobaccoas Was Ever Raised.'

The tobacco question to-day is one of interest here, as within a radius of five miles there is in the neighborhood of 400 acres of as fine tobacco as was ever raised in this section.

Ariel Mitchelson has twenty-five acres and near him is Morton Sanford's five. One and one-half miles from the village we have the Ackery plantation of twenty-five acres; then come the Connecticut plantation of 100, ten of which is under cloth and it is on the large plantation where the interest and study comes. Going North one finds the Indian Head plantation with twenty-five acres. On this plantation is the United States experiment station under the charge of A. D. Shamel.

SOUTH WINDSOR.

Crop Valued at $350,000.

The 1904 tobacco crop that is now being harvested in South Windsor, is the finest that has been raised in years. It is undamaged by hail, winds or worms and will go into the barns an ideal crop. On Main street, Rye street and in the Pleasant Valley district there are about 900 acres valued at $350,000. This acreage does not include the Wapping district. The acreage has increased particularly in the cultivation of the Connecticut Broad leaf, Havana seed not being raised as much as formerly, owing to higher prices being paid for broad leaf, though more care is exercised in handling the crop.

SIMSBURY.

"The Best Tobacco in Years."

The tobacco farmers are busy harvesting their crop which is the largest and best grown in town for years. The acreage is about the same as last year, nearly 300 acres, and its value if housed safely is estimated at upwards of $90,000.

BUYING IN WISCONSIN.

Prices Range from 9 to 11 Cents.

Edgerton, Wis., Sept. 12, 1904.

Contracting for the new crop of tobacco has been going on for the past three weeks, and it is believed that nearly half of the crop in Crawford, Rock and Vernon counties has been purchased. The total acreage for the three counties was about 8,000 acres, which should yield about 10,000 boxes of packed leaf, but this quantity will be reduced somewhat by the damage suffered in consequence of hail. Prices have been running from 9 to 11 cents. After this more than usually active period of three weeks, buyers seem to have again turned homeward. A considerable portion of the purchases were made by local dealers.

Among Eastern purchasers, however, were A. Cohn & Co., Pretzfeld & Co., United Cigar Manufacturers, all of New York; Otto Eisenlohr & Bros., of Philadelphia, and L. W. Scott & Co., of Boston.

W. S. Brill is again here, looking after the interests of the United Cigar Manufacturers, and Edgar S. Pretzfeld, of Pretzfeld & Co., New York, is also here, driving in company with C. F. Mabbett.

M. L. Carrier has been operating for A. Cohn & Co., Thos. Ellinger for Otto Eisenlohr & Bros., and John Bowman for L. W. Scott & Co.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS SUMATRA TOBACCO
154 NORTH THIRD STREET, PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RAYMOND H. SMITH
HINSDALE SMITH

Importers of Sumatra Tobacco
Cable Address: "Hirsch."
Joseph Hirsch & Son
Nr. 2. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

LARGE RECEIPTS OF TOBACCO IN HAVANA.

The Leaf Commands Firm Figures, Even Though the Northern Buyers Delay Their Appearance on the Market.

HAVANA, September 5, 1904.

Havana Cigar Manufacturers

Business for Germany and London is fair enough to satisfy the local factories, but as far as the trade with the United States is concerned there is an uneasy feeling that the new ruling of the Treasury Department in doing away with the accustomed import stamp (which covered nearly the whole box) may be the precursor of a diminution, instead of an increase, in the trade between Cuba and the United States. The small import stamp on the bottom of the box, while still a destinction, needs to be thoroughly known by the smoker before the latter will be able to recognize the guarantee of the Government that the cigars he is smoking are imported ones. Besides, the refilling of boxes by unscrupulous dealers may be a harder task to detect in the future and may become "in vogue" again as formerly. The new import stamp does not seem to please either the clear Havana cigar manufacturer in the North or the Havana factories here. The latter would be perfectly willing to see the distinctive import stamp disappear from the boxes, provided the United States Government abolished all duties upon the raw leaf and cigars as now existing, and levied only a moderate specific duty upon cigars to give protection to the clear Havana factories in the United States.

The Reciprocity Treaty, as far as cigars are concerned, has not benefited the local industry one bit, as a 20 per cent reduction in the still almost prohibitive duties has not created a larger consumption of imported cigars in the North. The Trust tried the experiment in making a so called Reciprocity Cigar, which has fallen flat, however, as stated, and neither have the independent manufacturers met with the expected success which was heralded to them through the munificent reduction of 20 per cent.

H. Upmann & Co. are turning out 40,000 cigars per day upon good orders from Germany, London and South America, while the demand from the United States is still backward.

Behrens & Co., of the Sol factory, are

From the country there are complaints that dry weather prevents the farmers from sowing the seed, but very soon the tables will be turned and excessive rainstorms may be blamed for interfering with the seed beds and destroying the young plants.

Sales

amounted to 6,326 bales in all, or 3,469 of Vuelta Abajo, 1,400 of Partido and 1,457 of Remedios. For the United States 2,569 bales were purchased, for Europe 1,619, and home manufacturers of cigars and cigarettes took 2,311 bales.

Buyers Come and Go.

Arrivals:—E. P. Cordero, of E. P. Cordero, New York.

Departures:—M. S. Heineman, for Tampa; Bruno Diaz and Fernando Alvarez, for New York; M. Sanchez, W. E. Castro, W. K. Steele and Jas. C. Johnson for Chicago.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

P. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

now filling an order for His Holiness, Pope Pius X., which are packed in glass tubes, each cigar separately, and bearing a ring with the Papal seal. They are called "Especiales para su Santidad el Papa Pio X." Business is picking up with the Sol factory, orders are increasing for Germany and London. The United States only order moderately.

Cifuentes, Fernandez & Co., of the Partagas factory, Jose F. Rocha, of El Crepusculo, Rabell, Costa, Vales & Co., of Ramon Allones, are all very busy in filling orders for Europe and South America, while the American demand is only sporadic more or less. Don Remigio Lopez, of La Mas Fermosa, has sent some good orders from the North.

Buying, Selling and Other Notes of Interest.

H. Upmann & Co. purchased 800 bales of Vuelta Abajo, half for their factory and half for export. They shipped 650,000 cigars.

E. P. Cordero closed one transaction of a Vuelta Abajo vega of 417 bales the day he arrived here, and is still trading upon other lots.

M. S. Heinemann, of El Arte Cigar Factory, Tampa, did not stay long here, but quickly selected some 300 bales of choice leaf.

Leslie Pantin, although having none of his customers here, does not lack for confidential orders, and executed them to the tune of 500 bales of Vuelta Abajo and Partido last week.

Sellers of most importance during the past eight days were the following:

Gonzalez, Benitez & Co. 1,000 bales of Vuelta Abajo, Partido and Remedios (during the last two weeks).

Sobrinos de A. Gonzalez,	500	bales.
G. Salomon y Hnos.	500	"
Bruno Diaz & Co.,	500	"
Jose F. Rocha,	450	"
Aixala & Co.,	400	"
Suarez Hnos.,	300	"
Joaquin Hedesa,	250	"
Muniz Hnos. & Co.,	200	"
Anto Suarez,	186	"
Miguel Perez,	180	"
Loeb-Nunez Havana Co.	158	"
Grau, Planas & Co.	119	"
Jose Menendez,	100	"
M. Garcia Pulido,	100	"
Jesus Pando,	85	"

Loeb-Nunez Havana Co. have finished their Vuelta Abajo packing, while their Partido escojido will be closed this week. On the other hand they are still very busy packing in Santa Clara Province, which will keep up for some time to come yet. They hold some very choice first and second Capaduras for the United States, which will not need to go begging for purchasers.

A. M. Calzada & Co. received this past week some 125 bales of Vuelta Abajo Tierra Llana from their packing, a very fine style of highly aromatic leaf.

Voneiff & Vidal Cruz are still hard at work in their escojida at Hoyo Colorado, while their Artemisa packing has been completed. They have a good call for their goods from their United States customers.

Sobrinos de V. Diaz refused to disclose the number of bales sold during the week just gone by, but from the carts which were standing in front of their warehouse and loading tobacco it would be no wrong guess to state that they must have disposed of at least 200 bales of different kinds of leaf.

Jose Menendez continues to to receive good sized lots from the Vuelta Abojo Semi Vuelta and his packing at Caimito, amounting to 250 bales more or less each week.

Jesus Pando is getting from 50 to 80 bales regularly per week from his escojida at San Juan y Martinez.

Receipts From the Country

	Week Ending Sept. 3. Bales	Since Jan. 1. Bales
Vuelta Abajo	12,279	158,739
Semi Vuelta	950	10,878
Partido	1,605	44,592
Matanzas	—	185
S. Clara & Remedios	3,704	37,095
Santiago de Cuba	—	588
Total	18,538	252,077

GLOBE TOBACCO CO. ON PARADE.

Detroit, Mich., Sept. 7, 1904.

The original union tobacco factory, one of Detroit's leading industries, was elaborately represented in the Labor Day parade. This concern boasts of being first in the field to cry anti-trust. Notwithstanding the hard fight brought to bear against them by the large corporations, they have won out in flying colors, and their slogan of "Not in the trust" has become as famous with them as their many brands of smoking and chewing tobaccos.

To more forcibly surprise the public with their anti-trust policy, the Globe company spared no expense in decorating their first float in today's parade with an immense package of Globe scrap chewing and smoking tobacco, surmounted by a live rocky mountain goat, symbolical of their manner of bucking the trust. This float was beautifully decorated in red, white and blue bunting, a large banner surrounding its body, reading: "Original Union Tobacco Factory. Anti-Trust."

As further evidence of their ability to fool the big corporations their second float carried five hogshead of leaf tobacco, on top of which appeared a sign reading: "The trust has cornered leaf tobacco, but don't worry, we have three million pounds of tobacco in our warehouse, and can continue to supply you at the old price." Ten beautifully decorated delivery wagons followed behind these floats.

Walter R. Hamper, treasurer and general manager of the Globe Tobacco Co., in an interview stated that his concern employs 300 hands, who are treated with the greatest consideration. Never in the history of the business has it been known to have a strike on its hands.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

R. H. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

M. SCHOENER. CABLE ADDRESS "YACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
183 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
133 MAIDEN LANE
NEW YORK.
Almacenes de Sanchez, HAVANA, CUBA.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

I. H. WEAVER,
Leaf Packer, Lancaster, Pa.

MR. I. H. WEAVER.

Enterprising methods, when established upon principles of honor and integrity, are commendable, and when backed by experience are usually a material, if not certain, means of promoting ultimate success. In the gaining of an enviable reputation by excellent and careful management, but by means of energy and enterprise, I. H. Weaver, of Lancaster, Pa., can be referred to as particularly conspicuous.

It was by dint of energy that he built the large leaf business that he is now doing, but it was not done by sheer good luck. He has acquired a necessary knowledge of the leaf, and an exercise of the keenest judgment and special care in the handling of leaf that has won for him the reputation which he has achieved as a packer of leaf tobacco.

He is engaged not only in handling extensive quantities of Pennsylvania leaf, but is a packer of considerable Ohio and Connecticut tobacco as well.

His business methods have been irreproachable, and his veracity among farmers is of the highest character. These are advantages which some competitors might be willing to overlook, when it became a matter of dollars and cents.

These facts have also become known to buyers and are now answering a double purpose. First, that by reason of the high esteem in which he is held by growers he is often placed in a position of being able to secure the choicest crops, and secondly, of offering in due course the choicest packings to buyers.

Although of a highly genial disposition personally, he is all business when it is a matter of business, and thus not only retains his self respect, but he also holds the confidence of his patrons.

TOBACCO GROWING COMPANY FAILS.

Hartford, Conn., Sept. 7.—The appointment of a receiver for the United States Sumatra Tobacco Growing Co. is an indication that the raising of Sumatra tobacco under tents is not a financial success in the Connecticut valley.

When the departure from the old way of growing tobacco was made in 1902, Connecticut farmers and investors invested heavily. It is now believed these people will lose hundreds of thousands of dollars

Hartford investors, who own at least $100,000 worth of stock in the company, have little hope of regaining their money.

Two new cigar stores, under the name of the Levyn Segar Corners, have been opened in Buffalo under the supervision of S. Levyn, who has been in the retail cigar business in Buffalo for 37 years. The new stores are equipped with humidors, a warming arrangement for preserving the flavor of Cuban tobacco.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

AMERICAN EMPIRE

TEN CENTS

Jno. G. Shatz & Co.
MANUFACTURERS OF HAND MADE
Havana Cigars.
FACTORY NO 12
1ST DISTRICT, PA.
READING, PA.

EL VOLCANO

FIVE CENTS

TOBACCO NEWS OF GREATER NEW YORK

The domestic leaf market has changed in tone very much. Buyers have all made their exit, and salesmen are again out on the road actively campaigning for the fall trade. In some instances packers are having some unpleasant experiences, some of the late buyers wanting to return goods in which an unexpected amount of damage has been found. That is, in the new Connecticut leaf tobacco, the great bulk of which has been disposed of by the packers.

For binder stock attention is naturally turning to the 1903 Wisconsin, but that is not up to the full expectations either, leaving only a portion of the 1902 crop as an available leaf for the purpose.

Sumatra has been showing moderate to fair sales, at unchanged prices.

Havana tobacco has shown a little more activity, and the prices are firmly maintained.

• • •

A meeting of the directors of the Consolidated, Continental and American Tobacco Companies has been called for September 30, when there will be presented to them for consideration a plan for merging them all into one corporation and thereby providing for the retirement of the bonds of the Consolidated Tobacco Company, which do not seem to have been very widely distributed.

After the meeting, which was held at the offices of the American Tobacco Company, at No. 111 Fifth avenue, last Friday, and which was entirely friendly in its nature, W. W. Fuller, the general counsel of the tobacco companies, gave out the following statement:

"It is believed that a merger of the three companies into one company would work to the increased security and simplification of the whole investment and business, as well as economy of management."

It is proposed that in the merger of the three companies the preferred stocks be converted into 6 per cent forty-year gold bonds. The conversion of preferred stocks into bonds will be at the rate of $116.66⅔ of bonds for each share of Continental preferred stock and $133.33⅓ of bonds for each share of American preferred stock. The Continental preferred stock held by the American and Consolidated Companies, amounting at par to $16,767,100, will be cancelled upon the merger, and the bond issue will, therefore, amount to $56,090,416, or a decrease in the face value of these first securities of $6,754,183, and a decrease in annual interest charge, as compared with the present dividend charge, of $1,173,697.50.

It is proposed to convert the stock of the Consolidated Tobacco Company ($40,000,000) and the American common stock and Continental common stock not held by the Consolidated Tobacco Company ($242,450) into the common stock of the new company at par.

• • •

A United Cigar Stores Co. store at 274 Bowery was damaged to the extent of $3,000 last Sunday. The place is a complete wreck.

• • •

The following advertisement of the Fourteenth Street Store appeared in the local dailies recently.

"A good smoke at small expense is always insured the man who buys his cigars and tobacco at The Fourteenth Street Store.

Mail Orders Filled.

50 Key West Panetelas, very mild and fragrant, imported size, at 1.74

50 Battle Axe Perfectos, fine Sumatra wrapper and Havana filler, made to sell at 2.50, our price 1.49

50 Cremos, all shades, at 1.59

50 Cecil Rhodes, full Puritano shape, at 1.24

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. P. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

CHARLES BOLLSTATTER,
Manufacturer of
∴Fine Cigars∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

GET THE BEST
Tobacco Trade Directory & Ready Reference
One Dollar Pays for It.
Tobacco World Publishing Co, Philadelphia.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

50 Key West Havanas, tomorrow's price 69c

1 lb. Cameron's Best Cut Plug Tobacco, in a decorated canister, regular price 80c., at 54c

½ lb. Cameron's Best Cut Plug Tobacco in a decorated canister, regular price 40c., at 29c

Satakio Tobacco, from an overstocked dealer, per can, 22c

500 Briar Pipes, assorted shapes and styles, value 20c. to 30c., at 10c."

• • •

The smoking tobacco department of the Surbrug Co. is to be transferred to Richmond, Va., on October 1. They also announced that they had secured the services of Alexander Cameron, Jr., who would be in charge of the Richmond factory, and that Wm. Cameron had also joined the Surbrug selling force.

This new move on the part of the Cameron Co. is recognized as an excellent one, and calculated to place them in a very advantageous position. Both of the gentlemen were formerly with the Cameron & Cameron Co. before its absorption by the Imperial Tobacco Co.

MR. GUMPERT'S BODY ARRIVED.

The body of the late Richard T. Gumpert arrived at New York on Tuesday morning last, and was immediately brought to Philadelphia. The funeral will be held tomorrow afternoon at 2.30, from his late residence, 4207 Baltimore Ave.

WHAT IS DOING IN LANCASTER.

The Leaf Market Fairly Active—Sampling the 1903—Another Hail Storm.

Lancaster, Sept. 12, 1905.

Local leaf men have had a fairly aative market for the past week, and a goodly number of sales of the 1903 goods were made, in lots ranging from 700 to 70 cases.

Several lots were taken from country packers; some of it was secured by local dealers and some by out of town buyers.

Sampling of the 1903 crop is progressing steadily and so are headaches with some packers who have found a larger percentage of damage by black rot than they anticipated. In fact some packers will be obliged to repack their goods, and a loss is plainly apparent. Others have been more fortunate, having found a comparatively small amount of damage.

The internal revenue returns show that this district did itself proud last month in the output of cigars, and has fully recovered its old time reputation of leading them all in that respect. The figures show an output during August of 68,322,042, the largest output of any month during the present year, exceeding July 1904, by 7,616,842, and surpassing August, 1903, by 2,798,179.

Lancaster, Sept. 13, 1904. (Special)—Reports have just been received here of another destructive hail storm passing through the northern end of the county. Fortunately a considerable portion of the tobacco had been safely housed. The extent of the damage has not yet been ascertained.

PHILADELPHIA LEAF MARKET

Business in the leaf market is reported as steady and practically unchanged, but it is beginning to feel the benefit of the improved conditions in the cigar districts and inquiries are coming in much more freely, indicating some anxiety on the part of manufacturers, if it is not caused by actual need of new material.

Samples of 1903 Pennsylvania are arriving, but as yet they have not attracted special attention. Business in Connecticut leaf is not wholly satisfactory, owing to the danger of further development of damage causing manufacturers to be a little wary, and consequently it has somewhat affected the volume of transactions.

Notwithstanding the fact that packers have practically closed out their holdings, Sumatra is moving moderately, the volume representing a large number of small lots.

In Havana there is a good demand for strongly aromatic old Remedios, but dealers are somewhat handicapped by a lack of stock in that class of goods.

EXPORTS.

Antwerp.—Str. Rhynland 150 hhds., 90 cases.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

BIG BOB
CAN'T BE BEAT TRADE MARK
CHEWING & SMOKING TOBACCO

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.

UNCLE JIM
TRADE MARK
TOBACCO
A GOOD A COOL CHEW & SMOKE

Independent, Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

W. C. Jackson,
Manufacturer of
Fine Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
☞Telephone Connection.☜

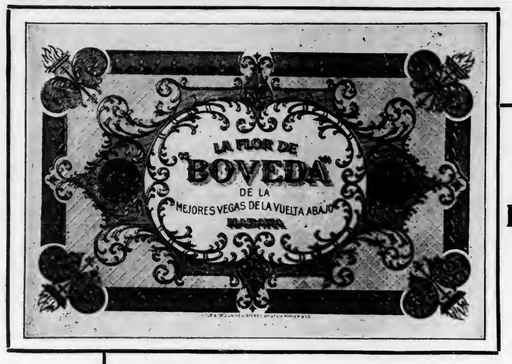
ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited.
York, Pa.

Boveda, All Havana. **Lord Playfair,** Seed and Havana.
Nat Wills, **Montello,**
Five Cent Leaders.
Samples to Responsible Houses.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA }
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

Philadelphia Tobacco Trade.

PIPE IMPORTER SOLD OUT.

The stock and fixtures of Charles H. Jaep & Co., importers of pipes and smoking articles were sold today on the premises at 29 South Second street, by Auctioneer Freeman. The public sale was attended by a large number of prominent dealers who handle such goods. Among the stock of pipes there were briar, meerschaum, and amber goods, 200 gross of imported clay pipes, cigar lamps, pouches, match safes, etc. The show cases and counters were also offered for sale.

DODDY, JORDAN & CO. MAKE OFFER OF SETTLEMENT.

At the meeting of the creditors of Doddy, Jordan & Co., of Fifth and Race streets, last week, the attorney of the embarrassed firm presented a statement showing the assets to be $3,098.56 and the total liabilities $5,799.89. The lawyer offered to settle with the creditors on a basis of 25 per cent. The latter appointed a committee to investigate and report at the next meeting. In the statement were the following items mentioned as assets: Fixtures of the Philadelphia office $580.40; accounts outstanding $300; fixtures, etc., of the Marietta factory, $1,863.70. The liabilities named are: Open accounts, $3,496.04; bills payable, $2,003.35.

Leaf Dealers' Jottings.

The leaf dealers were generally in a good humor this week, as there appeared to be every prospect of a busy fall season despite the fact that it is Presidential year. Quite a number reported that business is getting some "snap" to it, and is much steadier than the spasmodic trade of the summer.

E. A. Calves & Co. find that their old goods are selling faster than was expected, and fine old Havana is being parceled out in lots of a few bales each to the leading manufacturers. This method is used to avoid discrimination. Frank Dominguez goes to Cuba in October, and he is of the opinion that the new goods will not be ready before January.

The Loeb-Creagh Havana Co. did a large amount of business during the week. They expect next month will be something unusual in the history of the firm, with sales amounting to $35,000 or $40,000. Mr. Creagh is quite busy down in Cuba superintending the putting up of fine Vuelta vegas for next month's sales. These are put up out in the country under his watchful eye. He already has two buyers who will take nearly all of his stock. His business, which he is prepared for at the Cuba end of the company, may amount next month to nearly $60,000 or $70,000.

D. Pareira, of D. Pareira & Co., made a business trip to Lancaster during the week. This firm had another good week in disposing of leaf goods.

Young & Newman's fall business started with a rush last week. George W. Newman is out in the region of St. Louis, where he has found trade to be in a healthy condition. He may spend at least six weeks in various parts of the middle west.

Bremer Bros. & Boehm say that there is a genuine improvement in the leaf tobacco trade within the past week.

The Amsterdam Sumatra Co. got in a lot of Winconsin filler, Pennsylvania and Havana seed B's during the week. Their business has been increasing right along, as their increased correspondence facilities and office improvements show.

Edward A. Schwink, Sr., a cigar manufacturer of Womelsdorf, was in town buying leaf tobacco during the week.

Julius Vetterlein, of J. Vetterlein & Co., took a short trip up the State this week. This firm has scarcely had a dull business week during the past summer, and the past two weeks were unusually active.

L. Bamberger & Co. report that business is picking up. Salesman L. R. Eisenbrand is still out West sending in fair orders.

J. W. Eckerson, of F. Eckerson & Co., returned from his Western trip. He looks well, and is quite satisfied with the amount of business he transacted. Fred Becker has returned from a successful trip up the State.

Julius Hirschberg, of Julius Hirschberg & Bro., who makes his home at Tallahassee, Fla., paid a brief visit to this city last week, and then went on to Atlantic City to spend a week. After his vacation in the North, he goes to Hendersonville, N. C., to meet his wife where she has been spending the summer.

Max Herzog, representing P. Denner-lein & Sons, was in town this week, showing a line of Connecticut tobacco.

AMERICAN Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE.
Our Business Basis { HIGHEST WAGES TO THE WORKERS; GREATEST VALUE TO THE CONSUMERS.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1153 Ridge Avenue, Phila.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

With Manufacturers and Jobbers.

The Vicente Portuondo Cigar Manufacturing Co. is getting its share of the fall trade and is very busy. Orders have been coming in thickly from the West and the New England States. One order from California called for more than 250,000 cigars. T. R. Gordwin, the New England representative, continues to send in heavy orders from that section, where he has found a new market. The firm's picnic to Burlington Heights Island in the Delaware River was thoroughly enjoyed by more than 200 employes on Labor Day. A full course dinner and plenty of games were features.

Fauth & Ogden, the Market street jobbers, have fine window displays, which include a line of Alma Rosa, Cuba Is Ours, Louisa Adams, Infinito, Cuban Leaf, Rosa Delicada and Felix Morris cigars, and the Jenkinson Sixes, long filler stogies

A. S. Valentine & Son are expressing nearly all of their big orders instead of sending them by freight, as usual. The reason is that orders cannot be filled fast enough, and Western distributors want the goods in the quickest possible time.

S. Rosener, of the Havana American Co., and Mr. Krauss, of Krauss & Co., Baltimore, paid a business trip to this city this week.

J. C. Heymann, of the late firm of Heymann & Co., is expected soon to open a fine jobbing house in this city. This rumor was in circulation at the time Heymann & Co. went out of business, but now it seems to be an assured fact.

J. S. Geller, Sons & Co. are getting out their old brand of stogies called the Porto Rico Puffs, which retail at four for five cents. The factory discontinued making these stogies some time ago on account of a rise in the Porto Rico leaf, which rendered it impossible to make them at the price. Since then the price has become more favorable. The firm's display in the Labor Day parade, advertising the Peachy cut plug, has brought in quite a number of orders for the goods. Their shipments from the factory have amounted to 5,000 pounds per day for two weeks past.

A number of manufacturers are going in with Gellers to exhibit at the Tobacco Exposition next month. They will have three or, perhaps, five booths, thrown into one, with a grand electrical display. The firm has received a factory shipment of 5,000 pounds of Penny Ike tobacco, which has became a dealer's favorite.

Arthur H. Hagen & Co. have taken the agency for the Illinois Match Co., of Joliet, Ills., and are prepared to supply matches in the various sizes to the trade. J. Harvey McHenry, of this concern and a member of the Exposition Committee of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, is again on duty, having been laid up for several days at his house, with appendicitis.

G. W. Young, formerly a bookkeeper for J. S. Geller, Sons & Co., has become the local representative for Marcus Feder, the Cleveland stogie manufacturer.

Among the visitors in town during the past week were Benjamin Wasserman, of B. Wasserman & Co.; William Taylor, of the Anglo-Egyptian Cigarette Co.; Mr. Mosedale, of Sanchez y Haya and Mr. Bowen, of Guerra, Diaz & Co.

J. Smedley, a manufacturing retailer on Filbert street near Fifteenth, displays a fine stock of his own Florina cigar as well as two other brands, the Manuel F. Dominguez and the La Juntida.

Manager Frank M. Toppin, of the United News Co. reports additional progress in the new departure as distributors of independent tobacco goods to retail dealers.

Louis H. Eisenlohr, of O. Eisenlohr & Bros., is on a few days trip to the West.

W. K. Roedel, of the W. K. Roedel Co., cigar manufacturers, spent part of the week in Atlantic City, combining business with pleasure.

Samuel Bayuk, of Bayuk Brothers Cigar Co., returned last week from his trip to Baltimore, Washington and Virginia. He expects a big fall trade, which is already under way.

Oblinger Bros. say that their fall business has started in very satisfactory, especially with the Vesper cigar. The local trade kept up well all last summer through the demand on this popular smoke. There is quite a demand also for the Lord Lancaster and Civilian—the firm's 10 cent leaders.

Frank Teller, of Frank Teller & Co., cigar manufacturers, was away on a trip to the West this week.

L. Weinberg, on Second street near Market, has quite a demand for his "50" cigars. He is also handling with success the La Muria, Rosa Bell, Manuel Victor, and Free Cuba cigars.

George Zorn & Co., the dealers in pipes and smokers' goods, on Market street, near Sixth, are at present having a very busy season. They will soon be getting in a new stock, to meet the holiday trade.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Sept. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

F. V. Eshelman, of 1600 Arch street, maker of the Archon cigar, is back from an extensive trip to the West, which included St. Louis.

F. L. Dominguez, Jr., whose factory is at Twenty-sixth street and Columbia avenue, has brought out a new cigar called the Diamond D. The box label shows a letter D, encircled in a diamond shaped quadrangle. The letter, of course, stands for the name of the manufacturer. F. L. Dominguez is a son of Frank Dominguez, of E. A. Calves & Co., importers of Havana, and promises to be a noted cigar manufacturer under the tutelage of his father. Only the finest kinds of tobaccos are used and besides the Diamond D, he manufacturers the Bejucal, Don Facundo and Limonero.

The Diamond D is made up in three sizes, Brevas, Londres Grande and Elegantes. It is made of fine old Havana that comes already stripped from Cuba and in which there is no waste or scrap. It was at first intended to be a 10 cent cigar, which price its qualities and size seem to warrant, but it will be placed with a few first class dealers to sell as nickel goods.

The L. F. Williams Co., of Camden, N. J., has, in a type written circular, announced its willingness to be adjudged a bankrupt. At the meeting of creditors held last Thursday no agreement was reached. The assets of the company consist of stock valued at $2,000, fixtures valued at $1,000 and book accounts reaching $6,000, of which $3,000 are said to be collectable. The liabilities are placed at $7,000. It is likely that an application to court will soon be made for the appointment of a receiver.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STEIN, Lancaster, Pa.

WANTED—By a reliable cigar manufacturer, a partner with $2,000 capital, or would operate his factory on commission basis. Best of reference. Correspondence treated confidentially. Address Lock Box 13, Stevens, Pa. 9-14-r

Among the Retail Trade.

The Centennial Cigar Factory at Thirty-second and Market streets, has a fair demand for the Don Felix, Lord Coventry, and Barman's Centennial cigars.

Thomas Massey & Co., Chestnut street vintners, have an attractive window display of their Havana Segundas, manufactured at Tampa.

Lowengrund's store, on South Penn Square, has a fine window display of El Royal and La Royalina cigars.

Sterner & Cassiday, at Eleventh and Walnut streets, in addition to their extensive pipe line, are featuring the Excelsior and Walnut cigars.

H. G. Cutler, retailer at 208 Arch street, reports a fair business with Cutler Special, a five cent cigar; Manor Queen and Cutler's Havana a high grade cigar.

A. Ulrich & Co., of Front and Market streets, are handling the Sterling cigar, a neat looking piece of goods with a bright red box label.

Moore's Second and Market streets store is specializing the Moor, All Good Fellows and and La Rosa Fina cigars.

B. Roberts, the retailer at 1812 Market street, has a fair demand for his own 1812 cigar, which is named after the street number of the store. Mr. Roberts also has a full line of standard goods of Philadelphia manufacturers.

R. Goldsmith & Co., of Third and Chestnut streets, are making a feature of the Melior cigar.

A. K. Moore, on Seventh street, above Chestnut, is displaying in his window a stock of Duke de Oro cigars.

Moore's cigar store, at Second and Chestnut streets, has an excellent display of Don Facundo cigars made by F. L. Dominguez Jr. These cigars are said to be the oldest in name in this country. Their manufacture was begun 40 or 50 years ago, and were, it is said, the first of the present shaped cigar, all prior ones being of the cheroot form.

William H. O'Keefe, the retailer on Fifth street near Chestnut, has a fine display of the Wolf, Tampa Gems and Crispinilla cigars.

M. Goldberg, at Seventh and Arch streets, has a fine stock of Kawana and Esclido Ecepcionales.

Vetterlein Brothers' store, in the Ledger Building, is displaying their Spanish Perfectos, El Ruyola and Flor de Theo. H. V., their comparatively new cigar.

The Lafayette Cigar Company's store on Chestnut street above Broad, has taken on a new coat of paint. This store is having a busy season with the La Turina and Hotel Lafayette cigars.

Yahn & McDonnell have a magnificent window display of Egyptian Arab cigarettes, likewise of the Bouquet de Trujillo y Ca, Flor de Tademo and Gloriana cigars, the latter of which they sold 10,000 last month.

An unusually plain, yet rich and effective box label is that of the Pandora cigar, handled by Hancock & Adams. There is no design, merely the name and some medals printed in gold on a brown surface.

Walter H. Latzar, of Chestnut above Ninth street, was making an exclusive window display of the Foremost cigars last week.

Coates Coleman's window display of cigars last week consisted of the Mystic Star and Declarencia brands.

B. S. Smith, the enterprising retailer on Filbert street just above Broad, is handling the Wild Oats, Wedding Bells, Arbor Vitae and Wyes cigars in large quantities.

The Jefferson Cigar Store, on Tenth street below Walnut, is making a specialty of the Golden Cherry cigar. In addition the store handles Roigs', Cinco, Vesper and other cigars.

Moskowitz's cigar store and factory at 1730 Market street, is enjoying a steady demand for the Cuban Opera House cigars. This cigar contains good Havana tobacco and has quite a trade among local dealers. The Havana Shorts smoking tobacco package turned out at the place is also well appreciated.

The Gilt Edge
Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 Crop
First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!

Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

J. FRANK BOWMAN,
Box Manufacturer, Lancaster, Pa.

Mr J FRANK BOWMAN.

THE steady progress which is being made by the cigar manufacturers of this State has prompted greater activity and more energy and enterprise among supply people, especially cigar box manufacturers.

In this respect Lancaster has undoubtedly progressed quite as rapidly as any cigar making centre in the State, and can refer with justifiable pride to its box-manufacturing establishments, of which there are several. One of the oldest of these enterprises is that of J. Frank Bowman, located at 51 Market street.

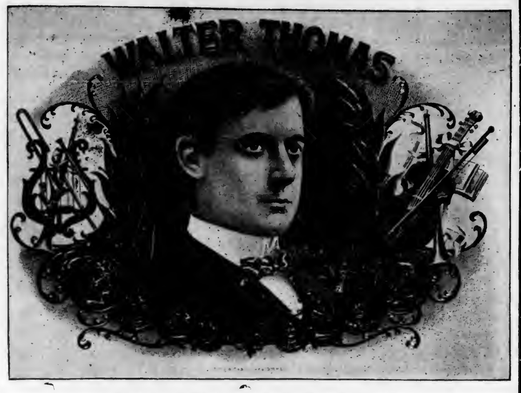
Mr Bowman was for a number of years located at South Prince, Andrew and Water streets, but some time ago that property was sold to Herman Stein, the well known cigar and stogie manufacturer, and Mr. Bowman's factory was removed to its present location. He is one of the best known box manufacturers in the county, and has always catered to the users of high class work. He has had a thorough practical training in the business himself, which advantage is augmented by his many years of experience. He personally looks after the details of the business, and has a host of friends in the trade, with whom his congenial disposition has made him a favorite.

A number of improvements were made in the equipment of the factory upon its removal to the present location, in both the cigar box and the printing departments. Mr. Bowman delights in turning out heavy embossed and gilt work, and has the reputation of getting up some exceptionally fine specimens of that class.

Recently he put on the street a fine new delivery wagon, one of the finest to be found in the town. Two well groomed horses are driven with it, making an excellent display of thrift and activity.

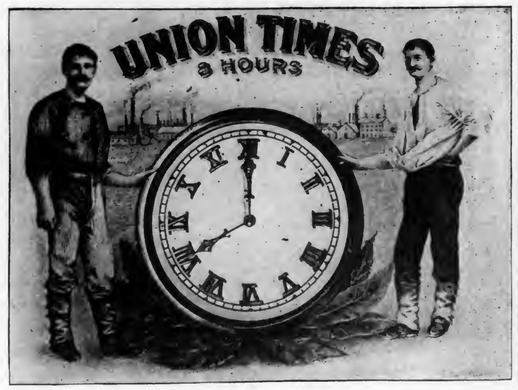
C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
Metal Printed Labels
SOUDERTON, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · · 5¢

NEW JERSEY TOBACCO COMPANY CENSURED.

Trenton, N. J., Sept. 6, 1904.

At a recent meeting of the Central Labor Union, of Trenton, N. J., J. H. Behringer, representing a Detroit tobacco company, delivered an address in which he urged union men to buy union made goods.

During the meeting the following resolutions were adopted:

"Whereas, The American Tobacco Company, commonly known as the Tobacco Trust, and the New Jersey Tobacco Company, of Newark, which is a part of a gigantic tobacco trust and which is pursuing methods intended to destroy the union tobacco and cigar factories and thus with one blow kill two organizations, the Tobacco Workers' International Union and the International Cigarmakers' Union;

"Whereas, The said Tobacco Trust products are chiefly made by child labor and under unfair conditions; therefore be it

"Resolved, That we, the delegates of the Mercer County Central Labor Union, in session assembled, condemn the said trust as unworthy of the support of the working class, and that we request all fair minded people to abstain from purchasing any trust-made non-union labeled tobaccos and cigars.

"Resolved, That a copy of these resolutions be sent to every affiliated union of this council, and also that all unions are requested to take similar action, and that a copy of these resolutions be given to the press of this city and county."

TRADE NOTES.

L. W. Hibershardt, of Hastings, Neb., has opened a wholesale cigar factory in Cherryville, Kan.

The Sam Dixon Co., cigar dealers and jobbers at Toledo, O., has been incorporated with a capital of $50,000.

J. T. Woodhouse Company, of Detroit, Mich., has purchased the tobacco jobbing business of the H. Schneider Co., of Grand Rapids, Mich.

Ollie Pitts, who has been employed at the Hartley shop in Waukon, Ia., has bought the label of the White Seal cigar and will manufacture it.

The new factory in the Marquette prison at Marquette, Mich., has been opened and is occupied by the Franklin Cigar Company, of which Rollin Swisher is the resident manager. The new shop replaces the building destroyed by fire last January and is much larger than the old one.

The Ashland Cigar and Tobacco Co., of Ashland, Wis., has put two new timely brands of cigars on the market called the Roosevelt and Fairbanks and the Parker and Davis.

The J. N. B. Moos Company of Chicago, a concern which handles the American Tobacco Company's goods, will open a branch in Des Moines from which the Iowa trade will be handled.

The Smoker Cigar Company, of Des Moines, Ia., has brought suit against Congressman J. A. T. Hull, Chairman of the House Committee of Military Affairs, to collect $18 for cigars. The cigars were of the two for 5c brand.

Charles Schiele, formerly of the cigar firm of Schiele Bros. & Moreland, of Denver, has commenced to operate a wholesale cigar manufactary in Colorado Springs where he will manufacture the Amadora and Wapit brands.

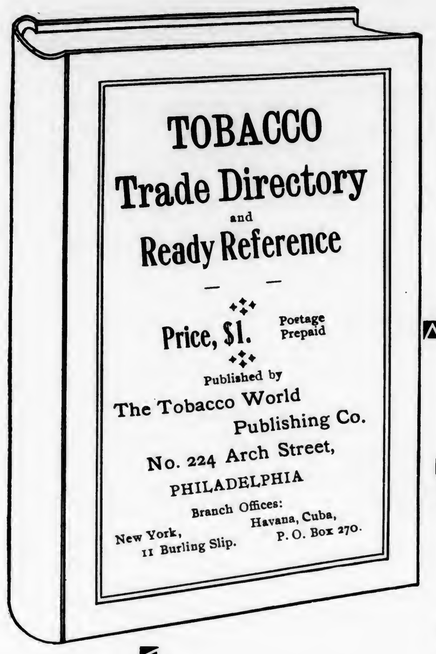
Max Friendlander has purchased the plant and name of the Utella Cigar Company at Peoria, Ill., at bankruptcy sale for something over six hundred dollars. The incorporators are M. Friendlander, I. J. Levinson and A. H. Burke.

The cigar factory of William B. Haley, in Utica, N. Y., has been sold at sheriff's sale under an execution taken out by William F. Coughlin, Hannah Cain and Daniel Leary. The attorney for the plaintiff bid in the property for $315.

M. E. Howell & Son have bought the retail tobacco store of L. Ausburg, of Duquoin, Ill. Mr. Ausburg will continue to manufacture and wholesale his brands, of which the best known are Straight Five, Ralph W. Emerson and Little Tops.

R. L. Ramsdell, well known in tobacco circles in the Northwest, and who has lately located in Minneapolis where he has a retail store, has accepted a high managerial position with the United Cigar Stores Company and will look after the concern's business in the Northwest.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.



THIS IS IT.

TOBACCO
TRADE DIRECTORY
AND
Ready Reference

The Price, $1.00, Delivered.

IT CONTAINS A COMPLETE LIST OF THE

Jobbing Houses of the United States,

Including Wholesale Cigar and Tobacco Dealers, Wholesale Grocers, Wholesale Druggists, Wholesale Liquor Dealers, and Wholesale Confectioners, Besides the **Names of the Buyers** of the Cigar and Tobacco Departments of *The Principal Wholesale Houses.*

It is the Only Book giving the Factory Numbers of All Factories in Pennsylvania.

PUBLISHED ONLY BY

Tobacco World Publishing Company,

No. 224 Arch Street, Philadelphia.

Fully Protected by Copyright. SEND FOR IT NOW.

BEWARE OF IMITATORS.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

All goods sold from factory to jobber direct. No traveling salesmen employed.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Sept. 10, 1904.

Arecibo—West Indies Cigar Co., 17 bales scrap tobacco.

Barcelona—Jose Quintana, 5 cases cigarette paper.

Hamburg—A. E. Outerbridge & Co., 2 cases cigars; American Tobacco Co., 261 bales leaf tobacco.

Havana—W. R. Grace & Co., 1 case cigarettes; Jas. E. Ward & Co., 430 cases cigars and cigarettes; Mecke & Co., 2 cases cigarettes.

Havre—Reinhardt & Co., 2 packages tobacco; The Metropolitan Tobacco Co., 2 cases pipes.

Liverpool—American Tobacco Co., 110 cases cigarette paper, 12 cs. tobacco; Manhattan Briar Pipe Co., 4 cases smokers' goods.

Naples—Francesco Lanolini, 4 boxes tobacco.

Rotterdam—Batjer & Co., 100 bags earthen tobacco pipes.

San Juan—Durlach Bros., 23 bales tobacco; American Cigar Co., 106 bales cigar cuttings; C. Mendez, 40 bales tobacco.

Vera Cruz—Jas. E. Ward & Co., 18 bales tobacco, 3 cases cigars.

SUMATRA TOBACCO.

Str. Ryndam, arrived Sept. 5.
(527 bales; 40 cases.)

A. Cohn & Co.	206 bales
United Cigar Manufacturers	130 "
H. Duys & Co.	69 "
G. Falk & Bro.	46 "
S. Rossin & Sons	46 "
Leonard Friedman & Co.	30 "
Order	40 cases

HAVANA TOBACCO

Str. Mexico, arrived Sept. 6:
(1,980 bales: 57 bbls.)

Jas. E. Ward & Co.	842 bales
E. Pascual & Co.	323 "
E. Regensburg & Sons	188 "
Rothschild & Bro.	100 "
J. Bernheim & Son	88 "
L. Friedman & Co.	77 "
Selgas Suarez & Co.	76 "
S. Ruppin	66 "
G. Salomon & Bro.	50 "
Manuel Cruz	28 "
C. D. Stone & Co.	28 "
Leopold Powell & Co.	25 "
A. Murphy & Co.	23 "
Girban & Co.	20 "
Hinsdale Smith & Co.	10 "
Carl Vogt's Sons	8 "
Mendelsohn, Bornemann & Co.	8 "
R. M. Blake & Co.	8 "
Lichtenstein Bros.	5 "
B. Castellano	4 "
R. Mayero	3 "
E. Regensburg & Sons	39 bbls.
Hinsdale Smith & Co.	13 "
Jas. E. Ward & Co.	5 "

Str. Monterey, arrived Sept. 9:
(1 ½ bales.)

A. Murphy & Co.	60 bales
M. Fernando Alvarez	51 "

HAVANA CIGARS

Str. Mexico, arrived Sept. 6:
(250 cases.)

Havana Tobacco Co.	183 cases
Park & Tilford	25 cases
G. S. Nicholas	20 "
Victor Lopez	6 "
Canadian Pacific R. R. Co.,	4 "
M. D. T. Co.	4 "
L. J. Spence	2 "
Calixto Lopez & Co.	2 "
Everett, Heany & Co.	1 case
W. O. Smith & Co.	1 "
W. E. Todd & Co.	1 "
C. H. Wyman & Co.	1 "

Str. Monterey, arrived Sept. 9:
(15 cases.)

J. E. Ward & Co.	12 cases
National Cuba Co.	3 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Sept. 4:
(225 cases; 1 trunk; 6 boxes.)

American Cigar Co.	78 cases
West Indies Cigar Co.	26 "
A. W. I. T. Co.	26 "
Mateo Rucabado	20 "
G. W. Sheldon & Co.	16 "
Order	11 "
F. Bonilla & Co.	10 "
Durlach Bros.	7 "
R. Arguelles, Manrique	6 "
F. L. Palmieri	4 "
L. Dausa	4 "
Cayey Caguas Tobacco Co.	3 "
A. S. Lascelles & Co.	3 "
Victor Malga & Co.	2 "
The Raap Trading Co.	2 "
Philip & John Frank	2 "
A. Ganberz	2 "
J. M. Mendez	1 case
M. Mendez & Co.	1 "
C. Mendez	1 "
Order	1 trunk
Cadiz Cigar Co.	6 boxes

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

A change in the weather has occurred in good time to check the tobacco on the poles from a serious mishap. If the warm, damp weather had continued up to date we should have had grave fears concerning it, but with the advent of Sunday came a change for the better. Saturday evening the odor from the sheds had become quite strong in late-cut tobacco, though the early-cut tobacco had, in many cases passed the critical period. Much of the latter is now looking quite brown and is so far along that there is no danger of pole sweat. Much of the tobacco hanging is very liable to sweat with a certain kind of weather.

There are a few small pieces of tobacco still standing, but the great majority of the crop is under the shingles.

We have heard of some riding about and looking at the new tobacco, but have not heard of any sales in this locality. It will not be many days before we shall begin to hear of sales, as soon as the growers get cooled down a little. After harvesting such a fine crop they are elated over the prospect. A few days will determine what the color and quality will be, then the buyer can come

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

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Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

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CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
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JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

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Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
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Little Dutch

1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

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The Centre of the Best Zimmer Growing District.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

into a little closer relationship with the grower. Remember it is a good plan to sell tobacco or other property when you have tobacco or other property on hand to sell, and it will take some time to determine whether you have tobacco or trash to sell. The buyers will no doubt be at your places as soon as these facts can be told to a certainty.

Correspondent in East Whately reports the sale by L. F. Graves of 150 cases of tops and seconds and cheap grade of wrappers of the 1903 crop at p. t.; the best of these goods were sold early. Cutting is well along and will be finished this week.

Suffield, Ct.: "Tobacco harvesting is the business of the present days. Many have their entire crop housed and others are rushing the late tobacco to get it along as fast as possible."—American Cultivator.

EDGERTON, WIS.

New impulse has been given the buying movement by the appearance in the field of the force employed by the United Cigar Manufacturers, and the contracting of tobacco goes merrily on. Attempt was made to start buying in other sections aside from the Vernon county district but with somewhat indifferent success. Many growers in the Rio section are unwilling to enter into contracts at the present state of the growing crop.

The harvest is being rushed now in all sections of the State and the heavy work will be done the coming week. The weather continues favorable to develop the late fields as well as the cure of that portion already shedded.

Old leaf is receiving some attention, and an occasional lot is moved from country hands. Dealers report a fair demand for old stock but sales are generally of moderate sized lots.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Continuous light sales prevail at the low prices. Orders from all parts of the world are being bought and stocks are reducing, as receipts are falling off, the bulk of the crop having been delivered. Loose market sales are small, not much being left for sale. Lugs—Low to Good, 2½ to 3½c; Leaf—3½ to 7½c.

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4½c.

Leaf—Low, 4 to 4½c; Common, 4½ to 5½c; Medium, 5½ to 6½c; Good, 6½ to 8½c; Fine Wrappers and Selections, 8½ to 12c.

The growing crop is about one-third cut and housed, but is not up to expectations on account of the drouth. The late planting has been growing since the rain last week. The crop estimate is 60 per cent of last year. Receipts for the week, 375 hhds; sales, 666 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 378 hhds, offerings on the breaks, 371 hhds; public and private sales, 454 hhds.

The quality of the offerings was very poor, but the market was active, with Lugs ½ to ¼c higher, and Leaf ¼ to ½c higher, and prices range mainly with our right hand column of figures.

Sellers do not propose to carry over any stock, and aim to sell out entirely, and stocks will probably show full reduction at the end of the month.

A good gentle rain fell over portions of the district on the 3d inst. This week there has been more general cutting of the first plantings which are ripening.

The organizing of planters to hold the crop firmly for high prices is meeting with much greater success than was expected by many, and under present plans capital will be freely offered to finance the undertaking.

QUOTATIONS:

Low Lugs	$3.00	to	$3.25
Common Lugs	3.25	to	3.50
Medium Lugs	3.50	to	4.00
Good Lugs	4.00	to	4.50
Low Leaf	4.25	to	4.75
Common Leaf	5.00	to	6.00
Medium Leaf	6.25	to	7.50
Good Leaf	8.00	to	9.50
Fine Leaf	10.00	to	12.00

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

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VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID CURVE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
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Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
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LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky

A. KAUFFMAN & BRO.
CIGAR BOXES
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EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
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LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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Florida Tobacco Co.
PIONEER GROWERS
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Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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SLATER'S BIG STOGIES
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GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

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Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

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Barnesville Cigar Co.

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High Grade Stogies

Long and Short Filler.
SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

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WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
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The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory

Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
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T. L. ADAIR,
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WHOLESALE MANUFACTURER OF
Our Leader: **WEALTH PRODUCER** **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

Business Changes, Fires, Etc.

California

San Francisco—Jos. Feig, retail cigars, sold to Charles Kallel.

Illinois

Chicago—Forest A. Bailey, cigars, etc., out of business.——Nathan Meyer, cigarmaker, petition in bankruptcy.

DeKalb—B. Petretti, cigars, chattel mortgage.

Indiana

Huntingdon—Harry Fisher, tobacco, etc., assigned.

Indianapolis — Indianapolis Tobacco Works, receiver applied for.——W. J. McHenry, retail cigars, chattel mortgage, $135.——Elmer S. Pike, retail cigars and tobacco, chattel mortgage, $155.

Iowa

Olwein—Samuel O. Anderson, cigars, bill of sale, $2,321.

Oskaloosa—John H. Augustine, cigars, etc., sold out.

Sioux City—I. P. Gibbs succeeds H. O. Swain, cigars, etc.

Massachusetts

Springfield—Wrightmyer & Fowler, cigarmakers, damaged by fire.

Michigan

Detroit—Frank E. McDonald, retail cigars and tob., petition in bankruptcy.

Ohio

Cleveland—Pollock & Weiss, mfrs. and retail cigars, dissolved: Peter Weiss continues.

Toledo—W. L. Alexander, cigars, sold out.

Lima—J. T. Jones, retail cigars, chattel mortgage, $425.

Pennsylvania

Philadelphia—Doddy, Jourdan & Co., cigar mfrs., called meeting of creditors.——Dominguez Bros., cigar mfrs., petition in involuntary bankruptcy.— Gumpert Bros., cigar mfrs., Richard T. Gumpert, dead.

Canada.

Montreal, Que.—West Indies Cigar Co., mfrs., dissolved.

PATENTS RELATING to TOBACCO, Etc

769,350 Pipe Rack; Roland King, Newport, R. I.

769,546 Tobacco Pipe; Royal S. Koch, Bethlehem, Pa.

—The farmers at Skipwith, Va., who control about 1,144,000 tobacco hills, have formed an auxiliary to the Inter-State Tobacco Growers' Association. Jordan Mason is president, J. J. Norwood sect'y, and T. Y. Allen general adviser.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336-338 North Charlotte St.
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Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
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Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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MANUFACTURED BY
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WINDSOR, CONN.

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
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TELEPHONE 1561
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Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

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The First to Manufacture Sweetener in the United States

GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
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E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. **Denver, Pa.**

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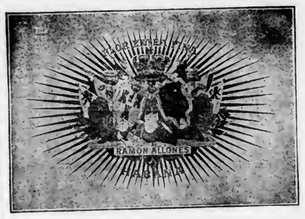

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The Best Goods for the Least Money.

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All Fine Work

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ESTABLISHED IN 1881
Vol. XXIV., No. 38.

PHILADELPHIA, SEPTEMBER 21, 1904.

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SUMATRA TOBACCOS

You Are Sure to Find
Suitable Tobaccos
For Your Wants.

Prices Always the Lowest.

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Clean as the food You Eat — Vesper CIGAR 5¢

LORD LANCASTER, 10c.

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

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SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA — BOSTON

Reserved.

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VIRTUE LIBERTY AND INDEPENDENCE
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Factory No. 909. Bell Telephone 4836-A.

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PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
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W. K. ROEDEL CO.,
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Factory 1839.

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NATIONAL BIRD
KING LOUIS
5¢
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W. K. GRESH & SONS, Makers, Norristown, Penna.

THE TOBACCO WORLD

WINGET FOOLISH, BUT NOT CRIMINAL.

In a Statement to The Tobacco World He Defends Himself Against the Accusation that He Intended to Bribe St. Louis Fair Judges to Award Medals to Pennsylvania Cigar Manufacturers.

The Winget Manufacturing Company, of which J. Stanley Winget is President, has achieved considerable notoriety lately on account of Mr. Winget's promoting schemes at the St. Louis Fair by which he is endeavoring to make an effective display of certain Pennsylvania manufacturers' goods. As a result of certain correspondence conducted by Mr. Winget, he was flatly accused of crookedness in the columns of a contemporary, and the documents put in evidence certainly seemed to indicate irregularity.

The Winget Company is primarily a York concern for the manufacture of cigar making machinery, and has been conducting a display at the Fair. Under Mr. Winget's supervision also, are exhibits from a number of Pennsylvania manufacturers. In connection with these, was the following letter sent to a certain manufacturer, and which raised the question of Mr. Winget's honesty of intention:

Dear Sir—We are reliably (and confidentially) informed that the judges are to pass on the cigars for medals in about two weeks. The enclosed contract explains itself as much as we can give you without seeing you personally. It is enough to say that it costs you nothing unless the officials allow you a medal. Copy on your own stationery and fill in the space left blank for the brand you want premium on, returning same to us at your earliest convenience, and we will do the rest.

Understand, we do not guarantee a premium, but are using all means in our power to secure medals for our friends. If you do not get them, it will not be our fault, and we think several of your samples are entitled to medals; but you know how all these things are, and we shall use the enclosed contract if we see an opening, etc.

Awaiting your early reply, we are
Yours respectfully,
WINGET MANUFACTURING CO.

The "enclosed contract" reads as follows:

Gentlemen—If you can secure us a medal on our ——— cigar at the Louisiana Purchase Exposition, we hereby agree to give you one hundred ($100) dollars as soon as notice is received from the officials that same has been allowed.

Very truly yours, ———

The face of this allows of a fair presumption that the $100 was to go toward greasing somebody. The Tobacco World wired to Mr. Winget for his version of the affair, and while his statement seems to clear him of any illegal action, it certainly convicts him of short-sightedness and astoundingly bad judgment. The following is his letter:

St. Louis, Mo., Aug. 20, 1904.
Editor The Tobacco World:

Replying to your telegram and the Leaf article, the international jury of awards will number some 1,400 judges. They have not all been selected as yet, and of course will not be assigned to the various classes until they organize. The article in the Leaf talks like we were the judges and had the giving out of the awards. We have exhausted the $20 advanced by each exhibitor long since, and there is much more to be done to make and keep up a creditable showing. So it was that we asked only those who will get premiums to assist, and we are pleased to say that they have responded quite liberally. We have the largest display here; we cover almost every price and class of domestic cigars, and should walk off with the medals. We shall be able to account to those contributing to this for getting himself misunderstood, and his chief blunder at the outset seems to have been his cheerful idea of what he could do with $20. He says in his letter: "So it was that we asked only those who will get premiums to assist, and we are pleased to say that they have responded quite liberally."

Any unbiassed reader would take this to imply that Mr. Winget knew just who will be awarded medals, and appealed only to them. He should have said that he asks those to assist who DO get medals, that is, to give a provisional promise of assistance.

If a manufacturer's goods receive a prize partly owing to Mr. Winget's display management, to effect which he has gone down in his own pocket, it is no more than right that he should be reimbursed, but in his effort to square himself financially he became entangled in a maze of his own mistakes and other people's misunderstandings.

A PRODUCT OF THE V. A. COLLINS CIGAR FACTORY.

exhibit to their entire satisfaction. There is no crooked proposition or flim flam business about it. It takes money to buy show cases, do the installing, paint signs and make an exhibit here. One concern has spent $15,000 without being called names through the press. We do not see why the Pennsylvania Cigar Manufacturers should not have a right to spend their money putting up a creditable show as well as the rest. The exhibit takes up the most of the show case room, and they have asked us to embellish it, which will cost $300 or $400. Here will be a place for most of the additional funds requested. We are sorry that any of our friends or exhibitors are dissatisfied. We have done the best we could with the little ammunition we had to do with. Our State had $15,000 to put their exhibit in this building, while we had less than $2,000, and have a more interesting and better exhibit than the State. Of course we have had to put up about $5,000 of our own good coin to make this exhibit, and those who have seen it are well pleased.

Yours, J. STANLEY WINGET.

Mr. Winget appears to have a genius

THE JULIAN HAWTHORNE CIGAR.

We present herewith a half tone reproduction of the Julian Hawthorne label used in embellishing a package of 10 cent cigars made at their factory and used as a leader by the V. A. Collins Cigar Co., of Marietta, Pa. This brand is placed with the wholsale and jobbing trade as a high grade piece of goods, made by union workmen exclusively, and put up in several sizes. It has been on the market a comparatively short time, but it has found favor with a number of large distributors and a good business is being built on its merits.

Julian Hawthorne is too widely known to intelligent readers of newspapers and periodicals to need any further reference by us to his fame as a journalist, and the adoption of his name, which was done by his permission, was a stroke of enterprise by the originators.

The label is a beautiful specimen of lithographic art, and was specially designed, the principal features being the portrait of Julian Hawthorne, and a fac simile of his signature.

The V. A. Collins Cigar Co., which is the manufacturer of this brand, was originally started at McSherrystown, Pa., in 1898, but about the first of the present year was removed to Marietta. It is incorporated, and the principal executive officers are A. Z. Sherk, President, and E. L. Nissley, Treasurer, Mr. Sherk is a practical cigar manufacturer, having formerly been connected with T. J. Dunn & Co., Philadelphia, and Mr. Nissley is well known as an extensive packer of leaf tobacco at Florin, Pa. Several traveling representives are employed to visit the wholesale trade.

Since the incumbency of the present officials the company has made marked progreas and the products are constantly coming into the greater prominence of which they are justly deserving.

The factory is operated strictly on the union system, and their products bear the Blue Label of the Cigarmakers' International Union of America. The goods are not offered or sold on sentiment, but on the strength of their quality and general attractiveness. The facilities possessed are excellent, and the location is said to afford a large number of specially skillful workmen, who seem to have manifested a deep and earnest interest in the success of this one of Marietta's important industries, and the company is thoroughly appreciative of its employes' endeavors on its behalf, and both seem to be truly working in harmony and union.

SOUTHERN PLANTERS TO MEET.

Five Thousand Tobacco Growers of Tennessee and Kentucky will Convene at Guthrie, Ky., on Sept. 24 to Organize and Discuss Prices.

The dark tobacco planters of Robertson, Montgomery and Stewart counties, of Tennessee, and Logan, Todd, Christian, Trigg and Caldwell counties, of Kentucky, will meet at the fair grounds at Guthrie, Ky., on the 24th of this month in answer to a call by the president of the Clarksville District Tobacco Growers' Association, C. H. Fort, of Adams, Tenn.

The convention is expected to bring together more than 5,000 growers who will take steps looking toward a close organization and will discuss the price of the dark tobacco grown in the section. A similar meeting was held in Guthrie somewhat less than a year ago and on this occasion the planters hope to form a definite organization.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. D&T Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1805
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA AND SUMATRA SEED LEAF TOBACCO
642-44 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

ON this page The Tobacco World will make suggestions for catch advertising and window display from time to time and requests that its readers send, for comment, criticism or reproduction, ideas that have been tried or are proposed.

A scheme which might not be advisable to a retailer in one set of circumstances might be the precise thing needed by some other man differently situated.

You may have tried an idea which seemed good but somehow failed to bring results. Send it along and we will try to explain it. Again you may have tried something in a doubtful frame of mind and found that it brought lots of business. We would like to hear about it.

We want this page to contain something which will prove of value to every retailer. Will you help us do it? Do you believe in a freak window? Do you think a sandwich man sells anything? What was the most successful scheme you ever worked?

MORE MATCHES HANDY.

IN a St. Louis paper, some man kicks because when he happens to be out of matches, he has to carry his cigar around unlighted, or else go into the nearest cigar store and bone the clerks for a light. He says that a good many of the cigar stores aren't selling matches any more and it's embarrassing for a man to walk into a strange store and secure a favor without buying anything.

Of course he can buy a cigar but he may be carrying all he needs at the time and when he finds himself face to face with the same predicament an hour or two later he's got to buy another cigar, and so on.

It is a fact that the majority of retail dealers don't care to bother with any match trade because they consider the penny trade a nuisance. Beside that matches are so cheap now-a-days that a cent's worth is more than most of us would care to carry in our pockets at once.

Frequently a man would pay his cent, take a dozen or less from the box and leave the rest on the counter. Dealers found the problem annoying and a good many gave it up. Some stores, notably the cut price stores in New York, give a box of matches with every purchase of smoking goods, usually a big box of long matches that the majority of men wouldn't carry around with them for money.

Here is a suggestion which ought to be valuable, particularly to the dealer who makes a specialty of match boxes. Lay in a stock of matches of two or three different lengths suitable for mos: sizes of pocket match safes and have them in big, ornamental boxes near the front of the store or close to the match box display.

Put a neat sign above them reading something like this:

IF YOU'VE GOT A MATCH BOX
FILL IT UP
IF YOU HAVEN'T, WE'LL SELL
YOU ONE, AND
KEEP IT FILLED.

That sign will sell many a match box and be a great convenience to your customers beside.

• • •

NOVEL WINDOW DISPLAY.

A DEALER in Davenport, Ia., has put up a novel display, by arranging in front of a high pile of cigar boxes several pairs of cast-off shoes, and a sign stating "These shoes were worn out in running here for —— cigars."

Here is a Catchy Window Sign.

THE VICTOR THORSCH COMPANY, of Allentown, Pa., is sending the materials for a very attractive and catchy window sign to advertise the Bachelor Cigar, a 5 cent brand. The accompanying cut shows how the window appears when the sign is affixed.

The customer receives an envelope containing a sheet of paper on which is printed the letters in the form they are to be pasted on the window. This sheet is

held up on the outside of the pane, and the letters of the sign, black on a brilliant yellow background, are pasted one by one on the inside of the pane directly back of the letters on the white sheet. The effect is very striking and ought to be a good seller. The letters are gummed on the surface so that the whole operation is a very simple one. The letters are put out by the Tablet & Ticket Company, of Chicago.

GOT RELIGION AND BURNED CIGAR STOCK.

OUT in Findlay, O., they have been holding revival meetings of the strenuous order and according to accounts the mourner's bench has been forced to work overtime. Among those who were urged to a realization of their careless, deplorable past was Thomas Shannon, a Findlay grocer.

Mr. Shannon's conversion was so thorough that he at once made a vigorous search of his soul for all kinds of sins and soon brought himself face to face with the awful truth that he had been selling cigars.

He invited his pastor and some of the church members around to his store and made a bonfire in front, to which he fed his tobacco stock worth a few hundred dollars.

The grocer gazed radiantly at the holocaust and as the embers died away, exclaimed tragically:

"'Tis done, 'tis done, the great transaction's done."

Among those present were certain irreverant persons who claimed that the odor of burning brains mingled with that of the tobacco, but these reports may be jaundiced.

• • •

SOME LOCAL RETAIL NOTES.

H. G. Cutler, of 208 Arch street, is pushing two new five cent brands which he says are good sellers. One is the Cutler Special manufactured by Otto Eisenlohr & Bros., and the other is the Havana, a Portuondo cigar. A six cent brand which is selling rapidly is the Grand Union Bouquet.

The Retail Cigar and Tobacco Dealers' Association of Philadelphia has appointed a committee to draft an anti-coupon bill to be presented at the next session of the Legislature.

An attractive window display of the Red and Blue, a 5 cent cigar, is being made at Moore's store, Second and Market streets, Philadelphia.

William H. O'Keefe, on South Fourth street, Philadelphia, is pushing the University Ribbon, a 5 cent cigar, with an attractive display.

The Dalton store at Fifth and Chestnut streets received a new brand in stock called La Delicia, which sells at from $7.50 per hundred up.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

The Old Salesman's Musings.

The Travelers' Anti-Treating League.

I see that among those who have accepted a brief for temperance is the Chicago Tribune, which is old enough to know what it is doing. That paper does not go so far as to deprive a man of an occasional ball, but comes out strongly against the treating habit.

According to the Tribune the propensity which every man has for buying some other fellow a drink or else getting himself bought one, constitutes "one of the nation's principal manufactories of spendthrifts and drunkards."

Just to go along with this belief a number of traveling men, I see, have started "The Anti-Treating League of America," which, as its name implies, binds all its members to an oath that they will never, never buy for anybody else.

Now there is nobody more in favor of systematic temperance than I am for I have seen too many promising young chaps put to the bad so that they never got back where they started from even. But all the same, there is a large army of men who would never consent to any such scheme. In fact they would consider the mere suggestion an insult.

There used to be a man in our office who was so far up in the game that nobody would dream of questioning his habits. His ability was undoubted and the old man wouldn't have let him go for a mint. But he used to put on his coat every two hours to the minute and go out and hit one. When I used to come in off the road and would be loafing around the office for a few days, I used to time him and he never missed.

He always stood up, reached for his coat and said;

"Is there any gentleman here, gentleman enough to take a drink with another gentleman?"

Well that was putting it up to you and he always got somebody. The old man wasn't stuck on that part of it, but he was afraid to kick. Now do you suppose that fellow would swing in with any anti-treating bunch? Not for one second.

Then there's another type of man who wouldn't. And that's the fellow who would consider it the worst kind of policy. I tell you it takes a strong man to march up to a bar with some guy that he needs in his business and calmly fish just the price of his own liquor out of his purse. Many a good stroke of business has been lost in a smaller way.

But to get right down to the we're-all-good-fellows end of it, there isn't any doubt in the world that the treating game has framed up a good many unpremeditated and costly jags. For instance Jones is in Pittsburg and runs across Smith whom he hasn't seen for some time.

"Why, I didn't know you made Pittsburg," says Smith, "how long are you out? Let's go in here, we've both got time for one."

They are in the middle of a lot of questions by the time they finish up the first drink.

Jones nods to the bar-tender. Just as he is setting out the glasses again, in floats Robinson.

"Well, well!" he says and allows he'll take the same.

And when they've polished off that, Robinson is anxious to buy and when they've poured his drinks into themselves they all feel so friendly that Smith sees that it's up to him and calls over the barkeeper again.

"No, really, on the dead, I haven't got time," says Jones.

"Aw, back up; we've all got time for just this one," is the answer. And they have that one, and that makes things sort o' uneven so Jones feels that he better chip along and then Robinson has got to come back at the others and then—

But what's the use of continuing. The chances are that they all hang on the bar rail till the three are pretty well painted, always provided the crowd doesn't get bigger and more ambitious. And there you are for a lost day or two and a bunch of money gone.

That part of it don't pay for a cent, but it we take every man with the price and say "See here if you help tank anybody up but yourself, we'll beat you," what's going to become of the poor chap who lives so snugly under cover that he peeps over the swinging doors every time before he goes in, to see if there's anybody there likely to buy.

THE OLD SALESMAN.

DRANK TOBACCO AND MATCHES AND DIED.

John Wilkeson, a desperado of Mt. Vernon, N. Y., came to his end in the White Plains prison last Friday, as the result of an ingenious poison dose which he had manufactured in his cell.

Wilkeson was indicted for attempting to shoot a detective, and was due for a long term in prison. He had been terrorizing Westchester for several months.

Despondent over his prospects, he saved up the matches allowed him in his cell until he had 500, cut the heads off and dissolved them in a glass of water. He added a quantity of tobacco and drank the dose. It caused his death in about three hours.

OUR TWO BIG SELLERS

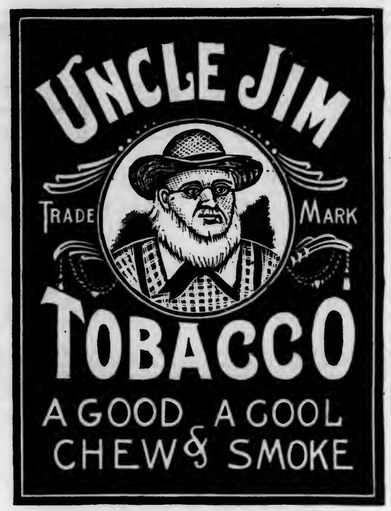
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1885. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN

AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
J. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

DOINGS IN THE TOBACCO MARKET AT HAVANA.

Buyers Appear In the Market, But Take Their Own Time In Purchasing—Another Slight Decrease In Sales for the Week—Notes from Factories and Warehouses.

[Special Correspondence of The Tobacco World.]

HAVANA, September 12, 1904.

While more buyers have arrived here from the United States and elsewhere it seems that they are taking their time before purchasing extensively, which appears natural enough under the circumstances. For this reason the number of bales sold again show a slight decrease this week. Although prices are firm for Vuelta Abajo and Partido they are more reasonable than last year, and on this account the American buyers ought to be well satisfied, as the leafiness and quality is far superior to last year's growth. Vuelta Abajo colas, as well as Remedios, form an exception, however, as owing to the smaller quantities and the strong demand for the former prices range away above last year's ruling figures. The outlook for a lively business this fall and winter continues very favorable.

The threatened cyclone, fortunately, has not struck our island, and while the rainy season is not yet over so far no damage has been reported through extensive rainfalls.

Sales

amounted to 5,135 bales in all, or 3,565 of Vuelta Abajo, 900 of Partido, and 670 of Remedios. American exporters have purchased 1,500, European houses 995, and the local cigar and cigarette factories 2,640 bales.

Buyers Come and Go.

Arrivals: Carl Schroeder, of Schroeder Borgstede & Co., Bremen, Germany; Luis Martinez, of The Martinez Havana Co., and E. H. Gato, of E. H. Gato Cigar Co., Key West, Fla.; Ramon Fernandez, of W. Menendez & Bro., and Matt Berriman, of Berriman Bros., Tampa, Fla.; Fred Oppenheimer, of Fred Oppenheimer, and I. Weinebaum, of I. Merriam & Co., New York; Mose Eisenberg, of Cincinnati, O.; G. Williams, of Walters & Co., of London, England, and S. L. Goldberg, of S. L. Goldberg & Sons, of New York and Havana.

Returned to Havana: Luis Marx.

Departures: D. Frankel, for San Francisco, Cal.; Arthur Frankau, for London, England; Ramon Fernandez, for Tampa, Fla.

Havana Cigar Manufacturers

are at last beginning to note an improvement in the receipt of their orders from everywhere excepting the United States, which appear still backward in calling for as large quantities as the factories here had expected by this time. Exports by the steamer Morro Castle were 4,163,392 cigars, a fair enough showing at all events.

H. Upmann & Co. report a satisfactory business in all directions. They shipped 700,000 cigars last week.

Cifuentes, Fernandez & Co., of the Partagas factory, are quite contented, as they are increasing the number of their cigarmakers owing to the receipt of good orders from London, Germany, South America and the United States.

Rabell, Costa, Vales & Co. are busier than ever in their Ramon Allones and Cruz Roja factory, which is a confirmation of the reports that their cigars are giving satisfaction to the smokers wherever they are handled.

Behrens & Co., of the Sol factory, report progress to their liking and that they are also obliged to seat more cigarmakers in order to execute the increasing demands for Sol cigars all over the globe.

J. F. Rocha & Co. repeat the above story over again, although until the alterations in their new factory are completed, they will be hampered for a week or more. Nene and Jefferson are gaining more friends daily in the North, and Crepusculo in Europe.

Enrique Dorado & Co., of El Rico Habana factory, are in receipt of good orders from the United States and Canada, as well as London and Germany, so they are making hay while the sun is shining.

Remigio Lopez & Hno., of La Mas Fermosa and Magnetica de Cuba, are progressing nicely.

Buying, Selling and Other Notes of Interest.

Matt Berriman has not hesitated long in securing from 600 to 700 bales of Vuelta Abajo vegas for his Tampa fac-

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 **HABANA**

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
174 **Industria Street**
Cable: CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. **Habana, Cuba.**

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

tory. Their brand, Jose Vila, is moving off in ever increasing numbers.

Sobrinos de A. Gonzalez were the heaviest sellers last week, disposing of fully 800 bales of Vuelta Abajo, Partido and Remedios leaf to city buyers, as well as for export to the United States and Europe.

The buyers for the Spanish Regie are reported to have made their appearance in our market, and as they are usually heavy purchasers of the lowest grades of Vuelta Abajo and Remedios the prices for such goods are apt to become still firmer than they are already, owing to the early and large demands of the local cigarette factories.

Aixala & Co. sold 430 bales of Vuelta Abajo and Partido last week.

Garcia & Co. have acquired in the country nearly 500 bales additional of Vuelta Abajo, lowland section, comprising the Rancho, Juan Manuel, Las Tumbas, and Mamey Grande vegas. Prices paid for them were high, but the quality is superior, therefore as the good vegas are not abundant, the figures were justified. Don Manuel is busy shipping goods, but refused to state the number of bales disposed of.

Muniz Hnos. & Co. closed out some 400 bales of Vuelta Abajo to local factories.

Ernest Ellinger has severed his connection with the Cuban American Mfg. Co. and opened a warehouse at 160 Industria street, the ground floor of the building where the Partagas factory used to be.

Jose Menendez turned over 400 bales of Vuelta Abajo and Partido tobacco to different buyers.

A. M. Calzada & Co. manage to get a fair share of the business which is going at present, as they disposed of 100 bales of Vuelta Abajo, besides stripping actively for their customers. They also received 200 bales of Vuelta Abajo "tierra llana" from the country the past week.

Sobrinos de V. Diaz.—Don Narciso Gonzalez, the head of the firm, does not let any grass grow under his feet and is constantly on the lookout in the country to secure more of the best vegas, at the same time selling to the various customers of his firm. Last week the sales ran up to 350 bales of all kinds of leaf.

Mendelsohn, Bornemann & Co. are hustlers, always to be seen in the market with or without customers, as they have enough friends to trust to their judgment in picking out lots for them. They must have bought close on to 1,000 bales this month.

Rabell, Costa & Co. disposed of 300 bales of Vuelta Abajo last week.

Sidney Goldberg, of S. L. Goldberg e Hijos, will now leave for the country to see their various escojidas, after the arrival here of his father, S. L. Goldberg, and to buy additional vegas of the Vuelta Abajo, as their stocks are moving off as fast as they are arriving here.

Antonio Suarez sold 250 bales of Vuelta Abajo.

Don Luis Marx did not tarry long in New York, as he arrived from Europe on Friday, and on Saturday he left on the Morro Castle for Havana. The experiment of the early planting of tobacco upon his Zorilla farm last month is said to have been a success, as the plants have been topped already and are healthy and fine looking.

G. Salomon y Hnos. disposed of 220 bales of all kinds of leaf last week.

Suarez Hnos. closed out 200 bales of Vuelta Abajo from their stock.

Gonzalez, Benitez & Co turned over 200 bales of Vuelta Abajo and Remedios.

Fernando, Fernandez & Hno. sold 140 bales of Vuelta Abajo.

Miguel Perez was a seller of 120 bales of the same growth.

Grau, Planas & Co disposed of 100 bales of Remedios.

Receipts From the Country

	Week Ending Sept. 10.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	9,432	168,171
Semi Vuelta	894	11,772
Partido	1,796	46,388
Matanzas	—	185
S. Clara & Remedios	3,252	40,347
Santiago de Cuba	—	588
Total	15,374	267,451

YORK COUNTY NOTES.

Five Thousand Cases of Tobacco for York County—Business Better with Cigar Factories—New Leaf Company Chartered.

York, Pa., Sept. 19, 1904.

Of the estimated acreage of 1,700 acres of tobacco grown in York county, a large portion has now been housed, and it is not believed that more than 5,000 cases will be produced. In the Druck Valley, which is the principal tobacco growing section, the crop suffered considerable damage, as it also did in the vicinity of Goldsboro.

The cigar trade is reviving nicely, and most factories find an improvement in business, although during the past few weeks there were less than the usual number of new licenses taken out in this division of the Ninth District. These new ones were: Geo. W. Fillmore, Bittersville; Wm. Eater York; Charlotte Zarfoss, York; J. E. Miller & Co., New Oxford, and S. A. Conaway, Dallastown.

The Commonwealth of Pennsylvania has granted a charter to the American Leaf Tobacco Co., of McSherrystown, Pa., with a capital of $50,000. The officers are S. L. Johns, President; Chas. F. Smith, Vice President; G. M. B. Johns, Treasurer. The Board of Directors consists of S. L. Johns, E. G. Johns, G. M. B. Johns and C. F. Smith, all of McSherrystown.

R. M. Granat, of Gillen & Granat, has lately been doing a good business in the West.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. **Estrella 42, Habana, Cuba.**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Vrasati.

N. B.

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IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
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AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

Ed. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. Lichtenstein & Co.
Leaf Tobacco
131 Water St. NEW YORK

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Sept. 17, 1904.

At this writing it is expected that the Havana Tobacco Co., which is protesting against the adoption of the new import stamp provided by Secretary Armstrong, will shortly secure a hearing in this city at which they will make strenuous efforts to prevent the new stamp from going into operation.

The Havana Co. complain that as the new stamp will be on the bottom of the box, and as most dealers allow boxes to remain in the show case, the imported cigars will have absolutely no display advantages over the domestic brands.

New York independent manufacturers generally, have written to Mr. Armstrong strongly expressing their gratification and approval over his action, and scout the idea that the stamp order may be rescinded.

President Bijur, of the National Cigar Leaf Tobacco Association, addressed a congratulatory communication to President Roosevelt, also explaining the exact situation, and received an answer from the President to the effect that he had the matter under consideration. A letter was also sent to Secretary Armstrong, by Benno Neuberger, President of the New York Leaf Tobacco Board of Trade.

• • •

The final details of the merging of the Consolidated and Continental Companies with the American Tobacco Co. will be carried through at a meeting of the stockholders of the companies to be held on September 30. It is now definitely decided that the capital stock of the new corporation will be $180,000,000, divided into 1,800,000 shares of $100 each, of which a million will be preferred.

The holders of the 8 per cent preferred non-cumulative stock in the present Americen Tobacco Co. will receive an obligation of the new concern in the proportion of $133.33⅓ for $100, bonds to bear interest at 6 per cent. Holders of 7 per cent non-cumulative stock of the Continental Co. will get the 6 per cent bonds at the rate of $116.66⅔ for $100, and holders of common stocks in all three companies will receive equal value in the merged company. One-half of the holders of the Consolidated four per cent bonds have agreed to exchange them for 6 per cent cumulative preferred stock in the new company at par. Provision is made for the possible issuance of additional common stock.

Judge Garrison in the Jersey Court granted I. Lewis postponement until Monday in the case of Allen vs. Lewis, of Newark, New Jersey, to show cause why a receiver should not be appointed. The injunction proceedings arose from a disagreement between the partners of the firm of Lewis, Allen & Co., and Judge Garrison informed Mr. Allen that while waiting for the postponed hearing he should visit the factory and assume all the rights of partnership, and that interference with him would place the defendant in contempt of court.

• • •

Among the firms which have come to the front, in the last few years, is H. Duys & Co., the New York Sumatra importers, whose net sales of Sumatra tobacco billed during August footed up $73,000, and who in 1904 up to September 15, disposed of more than 3,000 bales of Sumatra tobacco. Not a small part of this went to the Keystone State, where Mr. R. R. Uhler has been doing a record breaking business for this enterprising house. Mr. J. H. Grafflin, the Philadelphia representative of this firm, also has sent in a good share of orders.

Mr. J. H. Duys told me that in his opinion a scarcity of light colored Sumatra tobacco is in sight, and as it is an undeniable fact, that at the fall inscriptions now being held in Holland very few desirable parcels will be offered, large consumers of Sumatra tobacco would be protecting their own interests by laying in a supply to cover their wants for at least eight months to come.

• • •

Solomon Salomon, tobacco broker, of 125 Maiden Lane, has filed a petition in bankruptcy, with liabilities of $27,464 and no assets. Among the creditors are the New York Insurance and Trust Co., $10,794; the National Bank of Boyertown, Pa., $3,000, and M. & E. Salomon, $3,000. He was formerly a partner in the firm of Simon Salomon & Son. The other partner, Elizabeth Salomon, is dead. The debts were contracted in 1888.

• • •

Judge Holt, of the United States District Court, has appointed Pratt A. Brown receiver in bankruptcy for the assets of Robert Raphael, cigar dealer at 2144 Third avenue, and fixed his bond at $1,500.

• • •

The new Hotel Astor, at Broadway and Forty-fourth and Forty-fifth streets, which is so palatial in its appointments, has a handsome cigar department which is in charge of George V. Rowland, who has lately been connected with the firm of Trujillo & Co., of Key West and New York.

• • •

The A. H. Hillman Co. which occupies a building on Park Row will soon have to get out, a notice having been received from the city authorities condemning the building. The company is quite willing to move as larger quarters are needed.

• • •

H. Rothschild, local salesman for Simon Batt & Co., died suddenly last week at his apartments at 142 East Fifty-third street. His death was caused by heart disease. The dead man was at one time salesman for the Hilson Co., and was later with M. Stachelberg & Co He was 50 years old.

• • •

Constantine P. Casanges, assignee of the Nile Tobacco Works, has obtained from the Supreme Court an order to sell the assets of the company to George H. Cogswell. These include the Golden Rand, Virginia Ovals, Egyptian Chief, Egyptian Pets and the Nile brands.

BUCK.

SUNDAY CIGAR STORES UPHELD IN MINNESOTA.

Supreme Court Decides that Tobacco is a Necessity and Comes Within the Law—The Butchers are Excluded.

The Supreme Court of Minnesota has sustained the constitutionalty of the Sunday closing law which admits necessities, tobacco among them, as exceptions, except where the sale is conducted in a place where liquor is for sale. The opinion handed down by the court is very explicit in the matter of tobacco and distinctly classes it as a necessity.

The question was raised by P. C. Hoffman, a butcher, who brought suit to show that he had been unfairly discriminated against in not having been permitted to sell his meat on Sunday mornings when on the same street fruits, confectionery and newspapers were being sold.

The plaintiff in the case insisted that there was no intelligent or apparent reason for a distinction which allowed the free sale of cigars, candy and tobacco, while uncooked meats were forbidden.

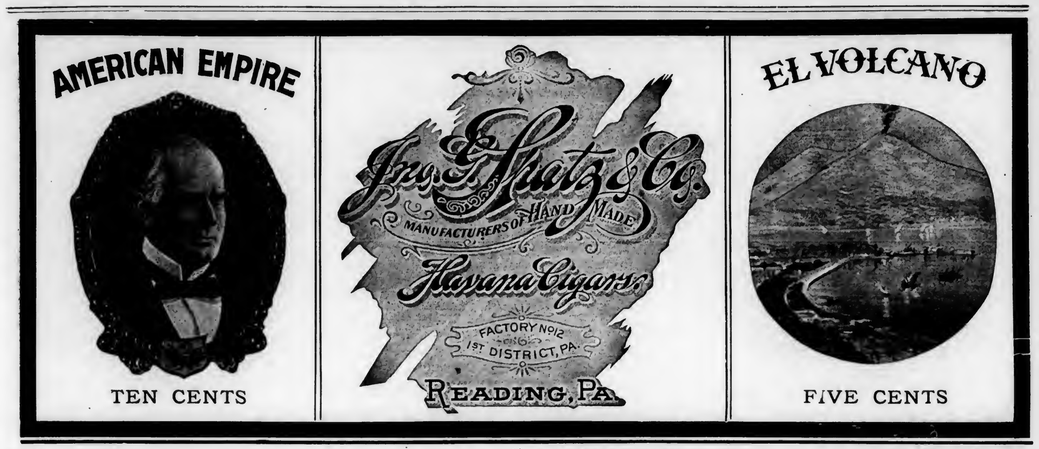
The Supreme Court's opinion, which sustains the tobacco shop, follows in part:

"The purpose of the Sunday law in this opinion was held to be not to enforce religious observances, but in the exercise of legislative judgment to protect those who were engaged in servile labor from imposition by the public or employer upon their enjoyment of rest and recuperation, in furtherance of what has been expressed in the sentiment of a modern aphorism that 'he who ordained the Sabbath loves the poor.'

"Very many of the population of our cities would not have the day of rest which the Sunday laws afford were it not for these provisions which have made this manifestly just and humane purpose the subject of legislative cognizance and protection, and if it can be found from a consideration of the way in which the people of our cities live and enjoy the repose and relief from labor every seventh day accorded by the Sunday law, and that there is to any sensible extent or degree a distinction in securing the purposes of the law between the keeping open of butcher shops, grocery stores and the sale of uncooked meats or family supplies, that does not apply to the sale of confectionery and tobacco, the wisdom of the selection designated in the law is with the legislature and not the courts.

"It may be said here quite as pertinently as in State vs. Petit, supra, that the object is to give essential and useful benefits to employees from compulsory servile labor Sunday, and it is not to be disputed that a custom which existed of making purchases of meats and the prohibited merchandise on Sunday required the employment during portions of that day by a large number of clerks and laborers who are engaged in and about these establishments when they serve the public, and that the purchase of meats and groceries, without extra disadvantage, be made on the previous day.

"This may impose some extra burden upon the patrons of such establishments as well as the proprietors, but it will, as it seems to us, obviously relieve the persons to be protected to a much greater extent than in the sale of confectionery and tobacco, and give the desired benefits more generally than in the occupation



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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
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JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
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Manufacturer of
∴∴Fine Cigars∴∴
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Correspondence solicited with large handlers. Write for Samples

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Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
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KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
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IN UNION THERE IS STRENGTH
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Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

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Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

permitted by the statute. Whether the discrimination be justified by the wise legislative policy we are not required to determine; that is the province of the law making power, not ours. It is our duty to ascertain, if possible, whether from our knowledge of existing conditions there is such a sensible distinction between these occupations as would furnish a judgment in making the same.

"The statute clearly prohibits the sale of intoxicating drinks in any form on Sunday and only allows confectionery to be sold, which is, on many occasions, required by parents for the children and the more youthful class of visitors thereto. Tobacco has come to be, among a very large portion of the respectable people of this country, a necessity in the appreciation of appropriate Sunday rest and recreation which cannot in a practical way be provided for beforehand in the suitable enjoyment of the period of recuperation and rest which makes the day of rest beneficial.

"In view of these differences, as well as the number of those engaged in these occupations, the nature and character of the business, it seems apparent that distinction exists between the occupations distinguished in the statute, so far at least as to make the classification therein reasonably obvious in the judgment of the court, and we cannot say that unusual favoriteism is so clear that we must convict the legislature of the violation of the constitutional provision invoked for the petitioner."

SWISHER BROS. BRANCH OUT.

Swisher Bros., the well known and extensive cigar manufacturers of Newark, O., who operate factories at Newark, Circleville, and Chillicothe, employing about 600 hands, are still branching out and will open another branch factory at an early date at Ironton, O., under favorable auspices, as the Merchants' Association of Ironton appears interested in securing the industry for Ironton, and has assured the firm of an abundant force of work people to operate a plant of perhaps 400 hands. The Swisher Bros. firm is one of the largest cigar manufacturing concerns in the State of Ohio.

—The Apollo Cigar Co., of Cincinnati, O., has been incorporated with a capital of $15,000. The incorporators are Victor H. Grossius, A. Frederich Plohr, William Grossius, John Paxton and Oscar W. Kuhn.

IMPORT STAMP CAUSING A BATTLE.

The Havana Tobacco Company Protests to the President Against Secretary Armstrong's Order.

The modification by Secretary of the Treasury Armstrong of the new import stamp has so roused the ire of the Havana Tobacco Company, commonly called the trust, that a fierce controversy is being waged in the hope that the Secretary may be induced to rescind his action.

The Havana Tobacco Company, which controls a majority of the factories in Cuba and imports largely, is directly affected by the changing of the import stamp which makes the imported product as inconspicuous as the domestic.

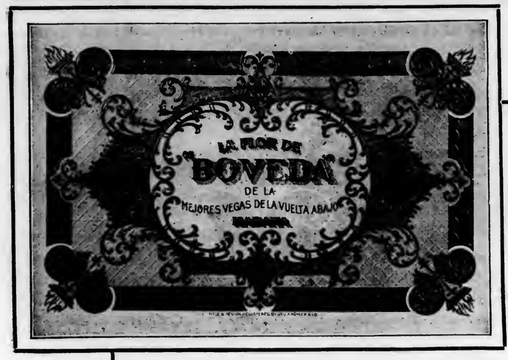
The Tobacco World of last week predicted that pressure would be brought to bear on Secretary Armstrong and advised the independent trade to send congratulatory messages to the Treasury Department at Washington with a view to offsetting the effect of the protest by the importing company.

Letters and telegrams poured in on Mr. Armstrong, the only negative note being the complaint from the Havana Company. It is now understood that the latter concern has appealed direct to President Roosevelt from Secretary Armstrong's decision, and as things look now the Havana Tobacco Company will be given a hearing in New York shortly.

The independent manufacturers are determined not to be balked at this late day, however, and will fight hard to have the new stamp put in operation. Resolutions from the National Cigar Leaf Tobacco Board of Trade, the Havana Cigar Manufacturing Association of the United States and other organizations have been prepared protesting to the President against the revoking of the order.

CLAIMED TO REPRESENT AMERICAN TOBACCO COMPANY.

Harry Fair and a companion were arrested in Pottstown, Pa., on Saturday charged with victimizing a large number of Pottstown business men by representing themselves as agents of the American Tobacco Co., and obtaining orders by offering a fine rain coat as premium. Some goods were delivered but it is claimed were away below standard.



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Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited.
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Boveda, All Havana.
Lord Playfair, Seed and Havana.
Nat Wills, Five Cent Leaders.
Montello,
Samples to Responsible Houses.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

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The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars.
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Bear Bros.
Manufacturers of
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R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

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"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

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MANUFACTURERS OF
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CAPACITY 75,000 PER DAY.
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TOBACCO WORLD

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PHILADELPHIA, SEPT. 21, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

A COLOSSAL INDISCRETION.

Mr. J. Stanley Winget, who is looking after the interests of a number of Pennsylvania cigar manufacturers, at the St. Louis Fair, has succeeded in getting himself disliked by an esteemed contemporary which declares in rather unsparing terms that Mr. Winget is a crook. The accused man's answer appears in another column of The Tobacco World and its writer does not yet seem to realize how egregiously he has been blundering.

Reading Mr. Winget's letter, which he sent to merchants for money, it did not require a prejudice to help along the belief that the man's scheme was off color. The most charitably inclined could believe only that he was a fool or a knave. It seems fairly evident now that he is not a knave, but it is probably but once in a lifetime that a business man can word an important letter so ambiguously.

Of course the idea that anyone could buy up medals from the St. Louis Fair Judges, at a little less than $100 apiece, is too ridiculous to consider, but at the same time, many things have been idly promised when money was needed, and Mr. Winget's acquittal does not rest on the fact that he would be promising what he could not possibly perform.

It is a fact that the sum which he first assessed his clients for expenses was hopelessly insufficient, and Mr. Winget was simply sending along a round robbin for more funds.

But what a peculiar round robin!

THE IMPORTERS ARE HOWLING.

A howl of execration has gone up from the importers of boxes of cigars, i. e. The Havana Tobacco Co., who will lose directly if the new and inconspicuous import stamp goes into operation, and as The Tobacco World predicted last week all kinds of pressure is being brought to bear on the officials in power to induce them to preserve the old stamp.

But the domestic manufacturers have awakened to the fact that they are entitled to a run for their money and are aroused to a point where they are willing to fight hard for their rights.

The battle goes merrily on and the President has been appealed to. What will he do? It is awkwardly near November, and Mr. Roosevelt has been stepping lightly of late.

JUDGING by the manufacturers who have already promised displays at the exhibition of independent goods in Horticultural Hall next month, and by the letters denoting support which are reaching the management every day, the exposition will be a gratifying success.

Certainly failure of the project would reflect most lamentably on the manufacturers and not on the Retail Cigar Dealers' Association of Philadelphia, for the reason that it would indicate nothing but a pitiable lack of self-interest.

Happily the goodly list of firms which have pledged their support can safely be taken as proof that the exhibit is now on certain ground.

NOTICE TO THE TRADE,

L. G. Haeussermann & Sons wish to announce that Morris H. Meyers, who formerly acted as salesman for this firm, is no longer connected with the house in any capacity.

"ANTI-TRUST TOBACCO EXHIBIT."

Plans for the Exposition in Horticultural Hall Next Month Well Under Way. Many Firms to Have Displays.

Independent manufacturers have responded so enthusiastically to the plans made by the Retail Cigar and Tobacco Dealers' Association, of Philadelphia, for the exhibition of goods not made by the American Tobacco Co., to be held in Horticultural Hall from October 17, to 22d, that the success of the affair is practically assured.

The Philadelphia Association has issued a circular explaining the exhibit and extending invitations to dealers in Pennsylvania, New Jersey, Delaware, Maryland and other States, and outlining the program for the five days which will include lectures, demonstrations by competent men, music and other features.

The Committee on Arrangements has divided the hall into uniform sections which will be rented for the week at $75 for each space having a frontage of 10 feet and a depth of five feet. The committee wishes to say that it is imperative to know before September 25 all the names of those who expect to exhibit.

The cost of erecting and decorating, if not done by the exhibitor himself, will probably not exceed $25 including all ordinary fixtures.

The arrangement of exhibiting spaces reflects credit on the committee as under it each space is practically as prominent as another. A single aisle starts at the entrance and winds past each booth.

Among the firms who have promised fine displays are: Otto Eisenlohr & Bros., Vetterlein Bros., Gumpert Bros., Pent Bros., Oblinger Bros. & Co., T. H. Hart & Co, Colixto, Lopez & Co., E. G. Steane & Co., J. S. Geller, Sons & Co., Cayey-Caguas Tobacco Co., Marcus Feder, J. Mahlon Barnes Co., R A. Patterson Tobacco Co., The United States Tobacco Co., Larus & Brother Co., Weisert Bros. Tobacco Co., The Day & Night Tobacco Co., Frishmuth Bro. & Co., The Queen City Tobacco Co., Falk Tobacco Co., Shuter Bros Tobacco Co., E. A. Condax & Co., Aslan-Rose Co., Sheip & Vandegrift.

TRUST PROTESTS IN VAIN.

Efforts to Induce Treasury Department to Rescind Import Stamp Action Fail.

[From The World's Correspondent.]

Washington, Sept. 19, 1904.

Assistant Secretary of the Treasury Armstrong gave a hearing at the New York Custom House on Saturday in the matter of the new import stamp to the representatives of the Havana Tobacco Co. and to a delegation of the independent manufacturers, leaf dealers and retail cigar dealers of the United States. The Havana Tobacco Company was represented by Junius Parker, Josiah T. Wilcox, secretary of the American Tobacco Co., and John B. Cobb, one of its directors.

In spite of the fact that the matter has been agitated for at least three years, the representatives of the trust declared that they had not heard of it until two weeks ago. Secretary Armstrong thought the protest was rather belated and after listening to their arguments, all of which he said had already been considered, he declared that he saw no reason to modify his order.

Among the independents present were A. B. Bijur, president of the National Cigar Leaf Tobacco Association; R. A. Bachia and Y. Pendas, of the Havana Cigar Manufacturers' Association of the United States; B. Neuberger, of the New York Leaf Board of Trade, and Robert E. Lane, president of the Cigar Dealers' Association of America.

The report that President Roosevelt will countermand the order of the Treasury Department is given no consideration and it is believed that the stamps should be in the hands of the customs officers within three weeks.

Mr. GUMPERT BURIED.

Impressive Ceremonies Mark the Laying to Rest of the Dead Manufacturer.

Funeral services over the body of Richard T. Gumpert, the last member of the original firm of Gumpert Brothers, was held on Thursday of last week, at the late residence 4207 Baltimore avenue. The service was most impressive, the floral tributes magnificent and the dead manufacturer was laid to rest in the sight of a large gathering of his former intimates. The services were conducted by the Rev. Edwin Heyl Delk, of a Philadelphia Lutheran Church and beside the relatives, a number of business men were present from New York and the attendance from among the Philadelphia manufacturers was large. Interment was made in Holy Cross Cemetery.

The pall bearers who had been selected from those who had been closest to Mr. Gumpert, were Max Bamberger, of the firm of L. Bamberger & Co.; Wm. H. Cook, Ivan Fox, optician at Eighteenth and Chestnut; Charles Eisenlohr, of Otto Eisenlohr & Bros.; John H. Boltz, of Boltz, Clymer & Co.; Joseph G. Vetterlein, of Vetterlein Bros.; Isador L. Langsdorf, of A. Roig & Langsdorf, and Wm. Corry.

A number of Philadelphia manufacturers sent a bunch of sixty-two beautiful American Beauty roses, one flower for each year of Mr. Gumpert's life, a broken wreath was received from the office employes and salesmen and the factory employes presented the family with appropriate resolutions handsomely engrossed. Beside these were several other tributes.

Philadelphia Tobacco Trade.

Leaf Dealers' Jottings.

NEW DOWN TOWN LEAF HOUSE.

J. M. Mittleman, who has been identified with the Philadelphia cigar trade for the past ten years, as manufacturer and dealer at 1621 South street, is now opening an additional store at 1619 South street, which will be devoted to the sale of cigar leaf tobacco largely at retail, being, of course, also prepared to offer goods in larger lots. Mr. Mittleman has just issued his preliminary announcement which calls attention to the fact that in view of his experience he proposes to introduce an innovation. That is, he intends to be able to show stripped and booked stock of the various kinds of goods offered, so that manufacturers requiring small lots of this, that or the other, may see just how it works up. He believes that this experiment is well worth trying, and that it may prove quite a successful method.

VETTERLEIN BUYS WISCONSIN WAREHOUSE.

Julius Vetterlein, of J. Vetterlein & Co., leaf packers and dealers, was in Wisconsin last week and purchased the Sutter Bros. warehouse at Cambridge, Wis. Mr. Vetterlein has been spending some days in the West, looking over the situation of the trade.

F. C. Greene, of the Reading, Pa., leaf firm of J. L. & M. F. Greene, has removed his family to Philadelphia, and will make his home here permanently. Mr. Greene will continue to look after the road interests of his firm, and will make frequent trips to the headquarters at Reading.

E. A. Calves & Co. report a specially good week in Havana and expect an immediate further strengthening of the market.

The Amsterdam Sumatra Co. has no complaint to make on the market for the week and report good business especially in Sumatra. In their retail department the firm has from eight to ten bales of Sumatra open for choice.

George W. Newman, of Young & Newman, who is making a trip through Cleveland, Cincinnati, Detroit and a few other cities has sold 100 cases of 1903 Pennsylvania, and in a letter home reports very good prospects. Mr. Newman will probably take in St. Louis on his trip which he expects will occupy him two weeks longer.

A. M. Lake, of George Burghard, started on Monday on a trip through Pennsylvania and New Jersey. Mr. Burghard has received some new Connecticut Havana Seed and Old Wisconsin B's. Business has improved considerably during the week.

F. Eckerson & Co. have made several sales of fine old 1902 Remedios during the week.

With Manufacturers and Jobbers.

The Cores Martinez Co., manufacturers of Havana cigars, whose Philadelphia office is at 508 Cuthbert street, have about completed six new brands which will at once be put on the market. These will sell from $70 up. They are the Significo, Manufacturers' Club, Per si, El Vater, Princeps, and Convincidao.

Dempsey & Koch, of Second and Race streets, report a steady increase in business which they say is looming up much larger than last year. Most of the cigars made by this firm go West and South.

Stewart, Newburger & Co. are pushing their 5 cent cigar The Rugby in Philadelphia with gratifying effect.

The manufacturers of the El Provedo cigar and Vetterlein Bros. both say September is shaping up well and that it compares favorably with last year at this time.

B. Lipschutz, of 44 North Twelfth street, has adopted his The Bride cigar label as a brand for a new cigarro made from Havana clippings. The cigarros, put up in 10 and 15 cent size are selling well.

Arthur Hagan & Co., of Front street, have secured the product of the Illinois Match Co., of Joliet, Ill., and are carrying that company's matches in stock.

A. Markus, one of the older cigar manufacturers of the city, who had been located for some years at 606 South street, has removed his factory and retail store to Marshall and Oxford streets.

J. T. Dee, of Theobald & Oppenheimer, has just returned from an extensive trip through Europe of several months. Mr. Dee looks cheerful and prosperous and reports a most enjoyable trip.

E. E. Kahler, of Reading, spent a day in the local leaf market this week and in visiting several of the principal distributors of cigars in this city.

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE.
Our Business Basis { HIGHEST WAGES TO THE WORKERS; GREATEST VALUE TO THE CONSUMERS.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 **Factory No. 20, 9th Dist., Pa.**

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Among the Salesmen.

C. B. Freitag, of the Universal Tobacco Company, of New York, is in town.

A well known salesman who has been in Wisconsin, in speaking of the politics in the western part of the State, says that Democratic sentiment is divided. Some people are considerably dissatisfied with the primary election plank and the rate commission plank in the platform.

A salesman who recently took a drive through Crawford county, Ia., says he saw tons upon tons of growing tobacco, some of which will be shipped to Cuba and stored from two to four years to acclimate and cure, and will then be reshipped to America and handled as a Cuban product.

I. Lewis, of Lewis Allen & Co., of Newark, was in town late last week on special business.

August Wildenaur, of Wm. Demuth & Co., of New York, was in Philadelphia on Wednesday attending the auction of Chas. H. Jaep & Co. in the interests of his firm.

Salesmen Bowen, of the Guerra Diaz & Co., of Tampa, and Abrams, of the Garcia, Vega & Carcaba Co., of New York, paid a flying visit to Philadelphia this week.

L. F. Weiss, of the National Cuba, of New York, was in Philadelphia late last week.

Here and There With the Retailers

During the terrific storm of last Wednesday night a quantity of water found its way through a ventilator in the front of the store of B. F. Batten on Ninth street, Philadelphia, and destroyed some hundreds of dollars worth of window stock.

David Perelman, a retail cigar dealer, of 625 South Sixth street, died suddenly on last Wednesday of heart disease superinduced by the shock of a cold plunge bath.

G. H. Boesh, a well known Philadelphia dealer, who has recently moved from 310 North Third street to next door, 312, was taken to St. Agnes hospital last Thursday, suffering from a complication of diseases.

SEEBER AGAIN HEARD FROM.

Another milestone has been erected along the checkered career of George J. Seeber, sometime tobacco leaf dealer of Philadelphia, by the suit brought by his wife, Mrs. Carrie N. Seeber, against Augusta Hutter, daughter of a candy manufacturer of North Thirteenth street, for alienation of her husband's affections.

Mrs. Seeber alleges that since her husband met Miss Hutter last February he has neglected his home and that on August 17 she discovered the couple in a furnished room house. Miss Hutter was held in $1,000 bail.

Seeber was in the leaf tobacco business on North Third street for about three years during which his principal achievement was to earn a general black eye among the trade. He wound up his peculiar affairs by a failure, settling with his creditors on a 40 per cent basis. He succeeded John B. Heil Co., announced his failure in May 1, 1903, and made a settlement on September 1 of the same year.

TRADE NOTES.

The A. Hussey Leaf Tobacco Co., of St. Louis, has filed a statement to show that it had made a decrease in its capital stock from $100,000 to $25,000 with assets $106,695.27 and liabilities $207.19.

The South Atlantic Cigar Co., with a paid up capital of $10,000 was organized recently at Petersburg, Va., with C. H. Jordan, president, and Fisher Collies, vice-president. A charter will be asked for, and the factory, which will be located on South street, will be in active operation in a few weeks.

Victor and Tom Fain have opened a cigar factory at Waycross, Ga., and will manufacture two brands of five cent cigars, El Sellos and Consuelo.

John Enteman, formerly with the John Mechan cigar factory, of Laurium, has opened a shop of his own in Calumet, Mich., and will push a particular cigar, the name of which he has not yet announced.

A factory is about to be opened in Winnipeg for the manufacture of tobacco grown in Canada, which experts say is of a variety hardly distinguishable from the Havana product.

Two Baltimore firms have the handling of contracts for 10,000 pounds of Maryland tobacco for the French government.

H. F. Fieseler, of St. Louis, will soon open a cigar factory in Hastings, Minn.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

10 EXCELSIOR BUNCHING MACHINES, in good condition, for sale at $10 each. HILLIER, 2344 N. Fifth Street, Philadelphia. 9-21-h

FORELADY, thoroughly experienced in machine work, desires position. Best references. Address, Box 130, care of The Tobacco World, Phila. 9-21-h

WANTED--100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-3m

WANTED—By a reliable cigar manufacturer, a partner with $2,000 capital, or would operate his factory on commission basis. Best of reference. Correspondence treated confidentially. Address Lock Box 13, Stevens, Pa. 9-14-r

JOBBERS WANTING GOOD STOGIES will profit by communicating with us. We make only High Grade Goods at reasonable prices. Samples sent on application of responsible parties. Address
8-3-8t HERMAN STEIN, Lancaster, Pa.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Oct. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

THE GUMPERT ESTATE WORTH $118,000.

The will of Richard T. Gumpert, the Philadelphia cigar manufacturer, whose funeral services took place last Thursday, was filed in the Register of Wills office on the same day. The document, which was made on January 13, 1903, names as executors William H. Cook and Theodore A. Tack, and values Mr. Gumpert's personal estate at $100'000 and the real estate, situated at 4207 Baltimore avenue, the Gumpert residence in Philadelphia, and the factory at Seventh and Washington streets, Reading, at $18,000. Mr. Cook is well known to the trade, being formerly of the firm of Sorver, Cook & Gager.

The will, in gist and shorn of its legal phraseology is as follows :

I give and bequeath unto my beloved wife Anna M. Gumpert all my household furniture and household effects, pictures, plate and plated ware, jewelry and books in my private library.

I give and bequeath unto my sister Helma Chemnitzer the sum of two thousand dollars.

If my sister Ida Meyer shall be living at the expiration of twelve months from my decease, I give to her at that time the sum of $2,000; but if she shall have died before the expiration of said period then I direct the payment of the said sum to my sister Helma Chemnitzer in addition to the legacy bequeathed to her in the second clause.

I give and bequeath unto Theodore A. Tack and the Girard Trust Co., of Philadelphia, and their successors the sum of $10,000 in trust nevertheless for the following uses and purposes to keep the principal of the same invested without being confined to what are known as legal investments and to pay the net income issues and profits to my beloved wife, her representatives or assigns, until my son Albert A. Gumpert shall have attaind the age of twenty-five years or until his decease, and immediately upon my son attaining said age then to pay the whole of the principal sum to him absolutely, but if he should die before attaining said age then to pay said sum to his personal representatives. If, however, said sum shall exceed in value one-third of residue of my estate after deducting debts and charges and the legacies bequeathed in preceding clauses and payments hereinafter authorized, then I bequeath unto said Theodore A. Tack and Girard Trust Company and their successors, in lieu of said sum of $10,000, one third of such residue of my estate upon the same uses and trusts. The income paid to my wife under the provisions of this trust I request her to use for the maintenance of my said son Albert, but she is not liable to account for the same.

I bequeath unto Theodore A. Tack and Girard Trust Company all the remainder of my estate in trust nevertheless for the following uses and purposes:

As to the one-half part of such residue in trust to keep the principal of the same invested without being confined to legal investments and to pay the net income therof in quarterly payments to my wife during the term of her natural life, the interest and income alone being paid to her, and her receipts alone as the same may become due. And upon the further trust from and immediately after the decease of my said wife to pay said net income in quarterly payments to my son Albert during the term of his natural life. And upon the further trust upon the decease of my said son Albert and of my said wife, whichever shall last occur, to pay over and convey the principal of said one-half of the residue of my estate in such manner as my said son by his last will in writing shall appoint and in the event of his failure to make such appointment, then to pay over the same unto the lawful child or children of my said son him surviving and the lawful issue of any his deceased lawful child or children in equal shares free of all trusts.

And as to the other half share of the residue of my estate in trust to keep the principal of the same invested and to pay the net income in quarterly payments to my son Albert until he shall have attained the age of forty years or until his decease. And upon the further trust immediately upon my son Albert attaining the age of forty years to pay over the principal of said sum unto him absolutely free and discharged of all trusts, but if he should die before attaining said age, then immediately upon his decease to pay over to such persons as my son by his last will shall appoint and in the event of his failure to make such appointment then to pay over the same unto the lawful child or children of him surviving.

During the time that my estate is in course of administration I authorize my executors and their survivors to pay in their discretion to my beloved wife out of the income of my estate and if that shall be insufficient then out of the principal, such sums as shall be necessary in their judgment for her reasonable and proper maintenance, due regard being had to the value of my estate and the manner in which she is warranted thereby in living. If my wife shall die during the time of administration I authorize the payment in like manner to my son Albert until such time as the trust estates shall have been turned over to the trustees, of such sums as shall be necessary for his maintenance.

The provision herein made for my wife shall be in lieu of her dower and thirds

The executors are given full power to dispose of any real estate as they choose without being liable to account, the will merely praying that the trustees exercise a sound discretion with respect to the sale or retention of the real estate.

INDEPENDENTS TO MEET.

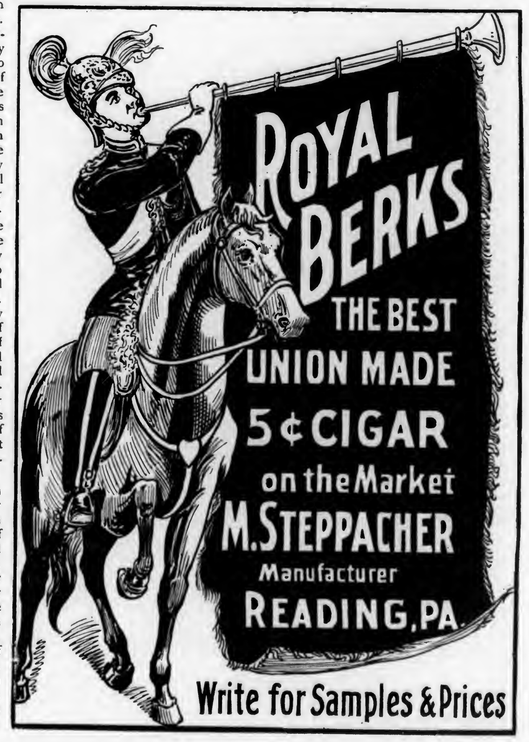
In answer to a call sent out by a number of independent Philadelphia jobbers to the supposed independent factories, a meeting is to be held at 2 o'clock today for the purpose of discussing certain present phases of the trade. The meeting is at 1305 Arch street in the rooms of the Retail Cigar and Tobacco Dealers' Association. The letter is as follows:

Phila , Pa., Sept. 17

Sir:—We, the undersigned, have deemed it desirable to call a meeting for the purpose of meeting the representatives of independent factories doing business in this city. Our object for this meeting is to formulate some plans for the future. We trust you will not fail to be present.

The meeting will be held at Logan Hall, second floor, 1305 Arch street, September 21, at 2 P. M.

The letter is signed by T. F. Fitzgerald, W. H. Banton, W. H. Coupe, F. M. Toppin, F. W. Hoch & Co., A. J. Town & Co., J. A. Neuberger and Chas. Spiegel.



Write for Samples & Prices

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!
Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

OUR LANCASTER LETTER.

Big Sale of 1903 Pennsylvania—Active Week in Local Market—Manufacturers Getting Busier.

Lancaster, Pa., Sept. 19, 1904.

One of the largest transactions in the local leaf market that has occurred for many months was consummated last week, the buyers being E. Rosenwald & Bro., of New York, who secured from Menno M. Fry & Co. 3,620 cases of their packing of 1903 goods.

The negotiations were conducted by J. Gust Zook, of Lancaster, who represents E. Rosenwald & Bro. in Lancaster, and M. M. Fry on behalf of his firm.

I. H. Weaver was also among the heaviest sellers last week, having disposed of upwards of 700 cases of 1901 and 1902 goods, made up of Pennsylvania and Ohio leaf.

The several out of town dealers who visited this market lately added considerably to its animation. They included Chas. E. Rockel, of Rockel Bros. & Co., St. Louis, who was accompanied by F. W. Miller, a broker of Cincinnati, O., and Henry Swisher, of Swisher Bros., Newark, O.

Execution has been issued against R. S. Stauffer, of Akron, and last week the sheriff sold his personal property on claims against him for leaf tobacco bought.

The cigar trade of the county is gradually recovering from the protracted dull period, and the manufacturers in many sections are again getting busy.

G. H. Sachs, of West Walnut street, was in Philadelphia last week on a business trip of special importance. He is making good progress at the factory lately opened by him, and has some very desirable distributors on his product.

Harvesting of the 1904 crop has progressed quite rapidly, and within another week it will be practically all in the barns.

NEW DEALERS' ASSOCIATIONS.

Two new cigar and tobacco retailers' associations are shortly to be formed, one in Wilmington, Del., and the other in West Chester. Active steps are being taken in Wilmington and meetings are being held looking toward a definite organization.

CINCINNATI LEAF DEALER BANKRUPT

P. G. Burkhardt, a leaf tobacco dealer of Cincinnati, has filed a petition in bankruptcy. His liabilities are given at $7,673.24, and assets at $1,890.21.

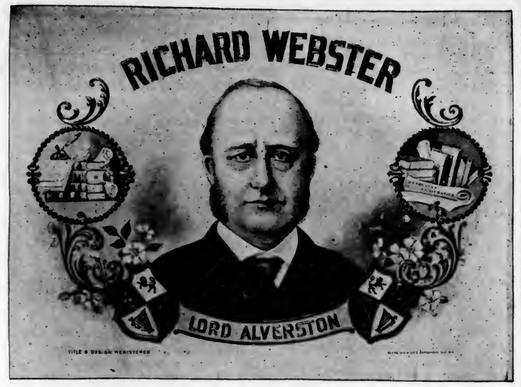
CIGAR BOX FACTORY BURNED.

The Portsmouth Box and Novelty Company's plant, in Portsmouth, O., was destroyed by fire last week. The damage exceeded $10,000. The fire started on the third floor of the factory and in a short time had practically gutted the building. Other firms in the building and adjoining it were seriously damaged.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.
C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market 10¢
5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
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D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

Trade-Mark Register.

GENERAL OYAMA 14,565

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 5, 1904, at 9 a m, by I. Grosshandler, Pittsburg, Pa.

SNOW BOY. 14,566

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by T. F. Fitzgerald, Philadelphia, Pa.

TICKLISH. 14,567

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

HICHORY BILL. 14,568

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

BERT'S CHOICE. 14,569

For cigars, cigarettes, cheroots, stogies and tobacco Registered September 7, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

UNCLE JOSH'S NAVY. 14,570

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

GELLER'S FINEST. 14,571

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia, Pa.

CHIEF FORESTER. 14,572

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 7, 1904, at 9 a m, by Fred W. Hoch & Co., Philadelphia, Pa.

STEWART BROS. CO.'S SHEP. 14,573

For cigars. Registered September 8, 1904, at 9 a m, by M. D. Neumann & Co., Philadelphia, Pa.

SLOW BOY. 14,574

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 15, 1904, at 9 a m, by T. F. Fitzgerald, Philadelphia, Pa.

SEARCHES.

Sanito, Decimo, Sousa, M. W. of A., Mex, Sunny Jim, Uncle Sammy, Turkey, Liberty Bell of 1776, Romiata, Excello.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Celonia, Brockton Girl, Virginia Sport, Lady Paterson, Flor de Sanchez y Hermanos, Optimatum, Nine Tails, El Amendo, Chrysteenah, Robert E. Pattison, Golden Boro, Happy Lark, Uleda, High Perch, Eron, Tuscia, Lucky Bob, Jolly Sole, Tamed Hawk, Jolly Clown, Yango, Baggage Check, Hierro Cancillar, John Lubbock, Jap-a-Nez, Gen's Kuroki and Oku, Siers Havana Flavors, Royal Crest, The Merchant Advertiser, Piper Building, Havana Cheer, Pulso-Mundo, Prince Eureka, Good and Plenty, Little Washtello, Farm-a-c, Rabol, Meander, Van Revels, Maid of Portillon, Rudder Range, La Pasquerette, Gray Ash, Havana Gray, Canvas Club, Whiteburn, Jose Rivato, Adolfo Robino, Arturo La Fonda, Miguel Marco, Silvano Alvarez, Mauricio Morales, Cornelio Balbino, The Zuckro, Emilio Montero, Daisy Dip, Rosa Lro, Murad, Diploma de Merito, Czar Reed, Tom Reed, Jr., Little Tom Reed, Flor de Razonar, Kickums, All Cuban, Wedding Cocktail, Priority, New Boulevard Cigar, Mace, Onyx Veterans Leader, Boys of '61, Jack's Pride, Howdy Howdy, Havmor.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Sept. 17, 1904.

Arecibo—West Indies Trading Co., 17 bales scrap tobacco.

Hamburg—American Tobacco Co., 809 bales leaf tobacco.

SUMATRA TOBACCO.

Str. Noordam, arrived Sept. 12.
(215 bales)

Pretzfeld & Co.	57 bales
E. Spingarn & Co.	50 "
H. Duys & Co.	33 "
G. Falk & Bro.	30 "
Rothschild & Bro.	25 "
J. H. Goetze	20 "

HAVANA TOBACCO

Str. Morro Castle, arrived Sept. 13:
(2,123 bls.; 416 cs.; 91 bbls.; 30 trunks.)

Jas. E. Ward & Co.	904 bales
E. Pascual & Co.	301 "
E. P. Cordero	264 "
F. Miranda & Co.	135 "
Ichtewstern Bros.	119 "
Mackland & Reed	101 "
Ernest Ellinger	84 "
S. Ashner	56 "
J. Bernheim & Son	54 "
S. L. Goldberg & Sons	49 "
American Cigar Co.	35 "
Rothschild Bros.	11 "
A. Murphy & Co.	10 "
Jas. E. Ward & Co.	412 cases
Havana Tobacco Co.	4 "
E. Regensburg & Sons	38 bbls.
F. Miranda & Co.	22 "
Hamburger Bros. & Co.	15 "
J. E. Ward & Co.	10 "
P. J. Sullivan	5 "
Rothschild Bros.	1 bbl.
Jas. E. Ward & Co.	30 t'n'ks

Str. Esperanza, arrived Sept. 16:
(1,102 bales.)

J. E. Ward & Co.	697 bales
J. Bernheim & Son	320 "
Order	40 "
Leonard Friedman & Co.	26 "
Manuel Rivera	19 "

HAVANA CIGARS

Str. Morro Castle, arrived Sept. 13:
(274 cases; 1 trunk.)

Havana Tobacco Co.	209 cases
Park & Tilford	24 "
G. S. Nicholas	19 "
L. J. Spence	6 "
Waldorf-Astoria Segar Co.	4 "
Canadian Pacific R. R. Co.,	4 "
C. D. Stone & Co.	3 "
F. E. Fonseca & Co.	3 "

The Leaf Tobacco Board of Trade,
of the
City of New York,
90---96 Wall Street.

NEW YORK, Sept. 1st, 1904.

Dear Sir:

You are doubtless aware of the recent important decision of the Court of Appeals of this State unanimously holding the so-called estimating or guessing contests for prizes, such as have been used to advertise the trust brands of cigars, to be criminal offences against the lottery laws.

This decision was secured by the action of the LEAF TOBACCO BOARD OF TRADE of the City of New York, which retained counsel to test the matter. It is the first victory along this line yet attained, and gives us a weapon through which further results may be achieved. As the Board invites your co-operation in its further efforts, your attention is directed to the history of this past prosecution.

Mr. SAMUEL H. GUGGENHEIMER, our counsel, advised us that owing to the stiff contest we might expect, and certain legal precedents of inferior courts, the case, if undertaken at all, must be carried to our highest court.

The District Attorney was interested in the matter and the Editor of the U. S. Tobacco Journal was arrested for publishing the Florodora Tag Co.'s advertisement. On habeas corpus his release was ordered by Judge Davis. This was affirmed by the Appellate Division of the Supreme Court, but by a divided court of three to two and in an opinion which showed a realization of the importance of the case.

On appeal to the Court of Appeals at Albany both lower courts were reversed and the scheme declared a lottery in an exhaustive opinion in which the entire bench of seven judges concurred and which, we are advised, will probably settle the law throughout the country, even outside this State. Prosecutions of this kind, it will be perceived from the foregoing, require patience, persistence and money.

As it is purposed to follow up the advantage so far gained, this Board earnesly asks your financial co-operation, and requests that whatever sum you desire to subscribe toward defraying future necessary expenses, will be promptly forwarded to the Board's Treasurer, Mr. F. CRANZ, 142 Maiden Lane.

Respectfully,

NEW YORK LEAF TOBACCO BOARD OF TRADE,

BENNO NEUBERGER, Pres.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

R. Francklyn & Co.	1 case
Estabrook & Eaton	1 "
G. Amsinck & Co.	1 trnk

Str. Esperanza, arrived Sept. 16:
(23 cases.)

National Cuba Co.	12 cases
Jas. E. Ward & Co.	10 "
Edmund Becker & Co.	1 case

PORTO RICAN TOBACCO.
Str. Caracas, arrived Sept. 12:
167 bales.)

C. Mendez	100 bales
C. D. Stone & Co.	26 "
Mateo Rucabado	20 "
Melchoir, Armstrong & Dessau	16 "
West Indies Cigar Co.	5 "

PORTO RICAN CIGARS.
Str. Caracas arrived Sept. 12:
(301 cases.)

American Cigar Co.	128 cases
West Indies Cigar Co.	40 "
M. Rucabado	37 "
A. W. I. T. Co.	29 "
Cayey Caguas Tobacco Co.	11 "
G. W. Sheldon & Co.	9 "
G. A. M. Sala & Co.	8 "
A. S. Lascelles & Co.	7 "
Cadiz Cigar Co.	7 "
Victor Malga & Co.	5 "
F. Bonilla & Co.	5 "
Smith & Boltzenthal	4 "
C. D. Stone & Co.	4 "
Antilles Trading Co.	3 "
E. B. Goico	3 "
S. Ferrar	1 case

Str. Coamo, arrived Sept. 17:
(322 cases; 2 boxes.)

American Cigar Co.	113 cases
Mateo Rucabado	35 "
Order	28 "
W. I. T. Co.	26 "
Durlach Bros.	19 "
Am. & W. I. T. Co.	18 "
Arguelles, Manrique Sola & Co.	12 "
G. W. Sheldon & Co.	12 "
L. Dausa	9 "
Victor Malga & Co.	9 "
Cadiz Cigar Co.	9 "
American Tobacco Co.	8 "
A. S. Lascelles & Co.	7 "
Smith & Boltzenthal	6 "
Rojas, Perez & Co.	3 "
B. Raap Trading Co.	2 "
Louis M. Riviera	2 "
P. G. Gasperi	2 "
F. W. Wagner & Co.	1 case
C. A. Delgado	1 "
Order	2 boxes

Leaf Tobacco Markets.

CONNECTICUT VALLEY

This week has seen the greater part of the 1904 crop of tobacco put in the sheds, and as nice and clean a crop as has been housed for a good many years. It is certainly the best growth that has been harvested for a decade.

Within a few days I have looked into a few tobacco sheds, and I find it hard work to turn away, but always wish to look at just a few more leaves. I think the entire crop is not yet in the sheds, but the harvest is practically finished, and if the later cut has as good weather to cure the crop as the early cut has had, it will be well worth the prices that I hear have been demanded. I learn of one buyer having offered 16c, but he was told very promptly: "No, sir; we ask 20c in the bundle, and if we do not get it we shall wait a month or two."

In one of my recent letters I spoke of the time being near at hand when the buyers would commence to buy some of the crops My prediction came true in less time than I anticipated, for several lots have already been bought or bargained for in this locality. Some of the prices of which I have heard are quite encouraging, ranging all the way from 18@28c.

Our correspondents write:

Northfield, Mass.: "The tobacco raised in town was of fine quality, although the acreage was less than usual. All the tobacco in town is harvested in good shape."

Feeding Hills, Mass: "The farmers have finished harvesting their tobacco and it is curing well. About five or six lots, of from three to six acres each, raised just over the line in West Suffield, Ct., have been sold to Henry Taylor of Westfield, at prices from 20@25c."

Suffield, Ct.: "The tobacco in Suffield has nearly all been cut and in the buildings, and the weather has been fine for curing the plants. I hear that over in West Suffield several crops have been sold for over 25c, in the bundle, to E. A. Fuller."

Hatfield, Mass.: "Edward Goodwin sold fifty four cases of 1903 tobacco, price not learned. John G. Stringer has also sold forty cases of 1903. John F. Leary has sold six acres of broad leaf 1904 at 19c. P. S. Boyle sold eight acres of Havana seed to Bock at 15c."

Bradstreet, Mass. (formerly West Farms): "Oscar Belden & Sons stripped two acres of tobacco during the recent damp spell. Only one acre of tobacco is left standing in this locality at this date. Four or five lots at Hatfield are reported sold to Bock, at from 15@20c. The onion crop is fast nearing the end of the harvest."

North Hatfield, Mass.: "Francis Bardwell has sold his crop of 1903, about ten acres, at 15c. William Coffee has sold five acres of 1904 at private terms. L. H. Wight sold and shipped his old tobacco a few days since."

East Whately, Mass.: "George Dickinson has sold his 1903 tobacco crop for 15c. C. B. Dickinson sold his crop, twelve acre, of 1903, at private terms."—American Cultivator.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars---5c., 3 Sizes
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Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
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Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

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Packer of
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Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

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Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GOV. THOS HUTCHINSON, BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

EDGERTON, WIS.

There is riding being done especially in the Vernon county sections but the contracting for the new crop in the fields shows a marked decline over the last few weeks. It is estimated that half the acreage in the western growing counties is already under contract, but elsewhere very little of the crop is sold—practically none in the southern section.

Local markets are experiencing more inquiry after cured leaf than for some time past and indications point to quite a revival of business. Out of town buyers are coming into the market and some fair sized transactions are reported. Sampling of the '03 packings has commenced in a limited way but as yet only a little of these goods are offered. Sales from first hands coming to notice are:

Robert Peach, 32cs of '01 at 9, 5&2c.
Madden Bros., 110cs '03 at 10c.

The harvest is progressing slowly. The rain of the week and cold weather has delayed maturing so that it is hardly probable that one-half the crop in the southern section is yet under cover. Indications of frost have caused much uneasiness but so far only fields on low grounds show any markings. Fully two weeks of good weather is needed to complete the harvest and place both corn and tobacco beyond danger.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

There was a very active market this week, with a strong demand at ¼ to 1c higher for Leaf, while Lugs were firm at former prices.

Hogshead Tobaccos:

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¼c.

Leaf—Low, 4¼ to 4¾c; Common, 5 to 6c; Medium, 6 to 7½c; Good, 7½ to 9½c; Fine Wrappers and Selections, 9 to 12½c.

Stocks are reducing. Receipts, 470 hhds; sales, 468.

Loose sales were small, as the crop is well in hand. Lugs, 2½ to 4c; Leaf, 4 to 8c. The crop is about half cut and housed. A cold weather scare this week will put the balance of the crop in house soon. Estimate is now 50 to 60 per ct.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 241 hhds, offerings on the breaks, 436 hhds; public and private sales, 612 hhds.

The quality of the offerings was low in grade and poor in quality. Lugs were in small supply, and were strong at last week's advance. Leaf was again generally ¼c higher. Sellers are pushing their sales and rapidly reducing their stocks, and as receipts are light, stocks will show full diminution at end of the month. Cutting of the new crop goes on steadily, and, as there is an abundance of barn room for the moderate crop, there will be no excuse for bad curing.

Our small stem tobacco will be attractive to handlers of dry leaf, but the new crop will sell far above the parity of present prices in the United Kingdom.

QUOTATIONS:

Low Lugs	$3.25 to $3.50
Common Lugs	3.50 to 3.75
Medium Lugs	3.75 to 4.00
Good Lugs	4.25 to 4.50
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	8.00 to 9.50

TOBACCO CROP FOR THE MONTH.

Comparison Between August 1 and September 1, as Shown by the Department of Agriculture.

[The Tobacco World's Correspondent.]

Washington, D. C., Sept. 16, 1904.

The Department of Agriculture has compiled the monthly table showing the relative condition of the crops for the past month as compared with that of last year during the same period.

The returns from most of the states seem to be quite a little better than last year, although the general average of the United States shows a gain of but three tenths of a point. Following is the table:

	Aug. 1,		Sept. 1,	
	'03.	'04.	'03.	'04.
New Hampshire	95	90	100	89
Vermont	93	90	95	90
Massachusetts	84	97	78	107
Connecticut	90	99	82	100
New York	93	88	79	86
Pennsylvania	96	92	92	94
Maryland	84	96	86	89
Virginia	81	83	87	91
North Carolina	82	89	83	87
South Carolina	84	86	78	91
Georgia	96	94	91	93
Florida	90	93	86	76
Alabama	92	87	87	87
Mississippi	91	85	88	76
Louisiana	95	98	95	91
Texas	92	89	90	90
Arkansas	84	87	86	81
Tennessee	86	84	89	76
West Virginia	89	91	81	88
Kentucky	80	78	81	78
Ohio	85	86	75	84
Michigan	86	88	88	64
Indiana	84	79	81	73
Illinois	87	84	85	91
Wisconsin	94	85	92	80
Missouri	85	88	83	86
United States	82.9	83.9	83 4	83.7

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR CURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.
Established 1877 New Factory 1904

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Steam
Cigar Box
Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER.
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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SLATER'S BIG STOGIES
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CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1885—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO., Lancaster, Pa.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

T. L. ADAIR, *Established 1895.*
WHOLESALE MANUFACTURER OF
Our Leader: WEALTH PRODUCER. **Fine Cigars**
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Connecticut

Bridgeport—Robertson Metho., cigars etc., filed notice to sell business.—— Hartford—United States Sumatra Growing Co., temporary receiver appointed.

Idaho

Gem—J. W. Baer, cigars, suffered by fire.

Illinois

Harvard—S. Cannon, cigars, sold out.

Indiana

Indianapolis—Wm. H. Dodd, retail cigars, chattel mtge., $435——Indianapolis Tobacco Works, manufacturers, receiver appointed.

Iowa

Des Moines—Clarence Siegal, cigars, creditors in possession.

Maryland

Baltimore—Henry Schneider, manufacturer of cigars, dead.

Massachusetts

Cambridge—Hugh Gallagher, cigars, chtl. mtge., $1, discharged.——Worcester—M. Freeman, cigars, sold out to S. Goldman.

Missouri

St. Louis—A. Hussey Leaf Tobacco Co., decrease of capital stock from $100,000 to $25,000.

New Jersey

Trenton—C. L. Eisenberg, cigars, etc., attachment, $705.

New York

New York City—I. Marcus, tobacco, damaged by fire.

Ohio

Toledo—M. De Shettler, cigars, chtl. mtge., $350.

Oregon

Portland — Hall & Pennell, cigars, damaged by fire, insured, $1,500——J. W. Haught, cigars, sold out to P. W. Crandall.

Pennsylvania

Old Forge—B. De Raimondi & Co., cigar manufacturers, judgment against D. Lucianni, individually.

South Dakota

Mitchell—F. M. White, cigars, bill of saje, $5,000.

Washington

Spokane—H. M. Wheeler, cigars, etc., succeeded by Demorest & Rose.

PATENTS RELATING to TOBACCO, Etc

770,240 Machine for rolling cigarettes or the like; Traugott Moesinger, Brooklyn, N. Y.

770,102 Smoking pipe, Arthur Parati, Norfolk, Va.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT, KING DUKE GRANULATED, KING DUKE CUT PLUG, SHIRK'S BEST TWIST, REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
ENGRAVING EMBOSSING
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

WRITE FOR SAMPLES AND PRICES TO
FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIV., No. 39. | PHILADELPHIA, SEPTEMBER 28, 1904. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

SUMATRA

We are the Largest Retailers

OF SUMATRA IN THE STATE OF PENNSYLVANIA.

We certainly **MUST HAVE THE GOODS AT THE RIGHT PRICE,** *or we could not get the business.*

FLORIDA

Is the Greatest Yielding Tobacco

in the world, and **The DEMAND for it is GROWING Daily.** *Our Success with Florida has been phenomenal. THE REASON of this is WE STARTED IN RIGHT, by SELLING GOOD TOBACCO at REASONABLE PRICES, and always have a LARGE STOCK on hand. We can sell you Florida in Any Color, With or Without Spots.* **Send for a Sample Pound,** *and be convinced that* **This Tobacco Will Make You Money.**

Hipple Brothers,

231 Arch Street, Philadelphia.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

SMOKE
VETTERLEIN BROS'
SABOROSO
PHILADELPHIA
CIGARS
PHILADELPHIA
BOSTON

Reserved.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
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ALLEN'S NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
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PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAVING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
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CHARLOTTE CUSHMAN
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MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

Factory 1839.
Pathfinder
SOLD UNDER NATIONAL PURE FOOD AND DRUGS ACT
BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

LOCAL DEALERS ENDORSE SEC'Y ARMSTRONG.

Resolutions are Passed at Monthly Meeting Commending the Assistant Secretary's Action.

The Retail Cigar and Tobacco Dealers' Association, of Philadelphia, held its regular monthly meeting at 1305 Arch street, on Thursday evening and passed resolutions which were embodied in a letter to Assistant Secretary Armstrong, commending and endorsing his action in the matter of the import stamp. The resolutions and letter, which were offered by J. Harvey McHenry, and unanimously adopted, were as follows:

Philadelphia, Sept. 22, 1904.

R. M. Armstrong, Assistant Secretary Treasury Department, Washington D. C.:

At a meeting of the Retail Cigar and Tobacco Dealers' Association, of Philadelphia, held this day, the following resolutions were unanimously adopted:

Resolved, That we heartily endorse the action of the Assistant Secretary of the Treasury, in ordering a change of customs stamp from its present conspicuousness to one less conspicuous, as meeting the full requirements of the law, but without making the same inimical to the interests of our growing domestic industry.

Resolved, That we urge the Assistant Secretary to stand loyally by his original view of justice and fairness to our domestic manufacturers of clear Havana cigars, and

Resolved further, That a copy of these resolutions be forwarded to the Department at Washington.

The exhibition of independent goods to be held in Horticultural Hall, next month, was discussed, Chairman Bock, of the Committee of Arrangements, reporting gratifying progress. Mr. Bock said that the present returns practically assured the success of the affair but suggested that another meeting be called to wind up several details. No definite date was set for this.

A letter was received from A. Runge & Co., No. 2 Chestnut street, enclosing a check for $25 toward the exposition fund in lieu of the presence of the writer who declared that he was not able to take the time necessary to prepare an exhibit.

A communication was received from Wm. H. Voltz, of the German Daily Gazette, asking the association to consider some action looking toward the putting on of smoking cars by the Philadelphia Rapid Transit Co. A committee consisting of Ph. Margolies, F. B. Robertson and J. Gabriel was appointed to learn Mr. Voltz's views and to report if it considered it advisable to cooperate with them.

The following resolutions were passed unanimously:

Whereas, It has pleased Almighty God in His infinite wisdom to call unto Himself our former friend and patron, Mr. Richard T. Gumpert, and

Whereas, The long and honorable life of our friend, and his hearty support and interest in our welfare, demand that the organization testify to the world our appreciation of the privilege which has been accorded us in having been permitted to know and associate with him; and

Whereas, We recognize that his long and useful career as a merchant has been the result of a life of strict integrity and honesty, therefore, be it

Resolved, That the Retail Cigar and Tobacco Dealers' Association, of Philadelphia, bow in humble submission to the will of Almighty God in removing from us our friend and advisor.

Resolved, That we will always revere his memory and accept his life as an object lesson of the results of a merchant's strict adherence to the highest principles of honor and integrity.

Resolved, That we cause these resolutions to be spread in full upon the minutes of this meeting, and that they be published in the trade papers.

GUMPERT BUSINESS WILL NOT BE SOLD.

Executors Deny Report that They Intend to Dispose of the Plant and Stock.

Theodore A. Tack, one of the executors of the Gumpert estate, stated positively to a Tobacco World representative this week that the business of Gumpert Bros. will not be disturbed for at least a year, and probably not then.

This contradicts a report which was current early in the week that the business would be sold out at once and would probably be bought in by a number of the principal employes and salesmen. An employe of Gumpert Bros. said that about $30,000 worth of stock, consisting of a million and a quarter cigars was to be sold as soon as possible, and the business discontinued, as far as the Gumpert estate was concerned.

The executors spent considerable time during the week in going over the affairs of the firm, and Mr. Tack said on Friday that matters were to go on precisely as they are.

"We are positively not going to wind up the business within a year," said he, "and not then if we can discover any way to avoid it. Albert Gumpert will remain at the factory until what might be called his business education is completed, and then it is possible that more definite arrangements can be made.

"We feel that it would be a great pity if the firm were allowed to drop out of existence, and we are sure that the business is quite safe in its present hands, several of the principal employes having been connected with the house for many years. Of course, the executors are not experienced cigar manufacturers, but we hope that the coming year will shape up so that some plan beneficial to all concerned can be carried out. Under the will we have full authority to dispose of the estate as we deem best, but hope that no sale will be necessary."

Mr. Tack did not deny that a deal with certain of the employes had been considered as a possibility, but said that it had finally been decided that nothing of the sort should take place for a considerable time. Albert Gumpert, the son, is nearly twenty-five years old, and has been learning the business in the Reading factory for some time. He is anxious to win a responsible position in the firm, and hopes that in the course of a year or so the executors can see their way clear to giving him at least part control of the business.

WANT GRAFTING STOPPED.

Western Cigarmakers Protest to Mayor Against Police Commissioner Who Sells Non-Union Goods.

The cigarmakers of San Francisco have lodged a vigorous protest against Mayor Eugene Schmitz because they say he permits Police Commissioner Drinkhouse to use his official position to bully saloon keepers into buying a non-union brand of cigars for which he is agent.

The Cigarmakers' Union has forwarded to the Mayor a letter and a resolution adopted by the San Francisco Labor Council asking for an investigation, and praying that if the charges are proved true the Commissioner be ousted. Since Drinkhouse entered office, according to the cigarmakers, he has forced local saloon keepers to buy the "Manuel Lopez" cigars, for which he is sole distributing agent in San Francisco. For the cheaper class of trade, they say, he has sold Chinese-made goods.

The cigarmakers say that if the saloon keepers refuse to buy the goods, reasons are soon found for the revoking of their license. Cigar manufacturers were questioned by the Labor Council's committee, and they declared that their business had suffered a decline of 50 per cent since the Commissioner started to drum up trade by virtue of his office. Some small manufacturers have gone out of business.

Members of the Council say that if the Mayor does not call his puppet off they will withdraw their political support.

SUBWAY TAVERN'S UNION CIGARS.

Bishop Potter's Subway Tavern is at loggerheads with the Central Federated Union, which charges Joseph Johnson, manager of the tavern, with selling cigars without union labels.

Mr. Johnson declares that every cigar in his place was made by the union and says that the Central Federated Union went off at half cock. They should at least have made an investigation before hurling accusations.

The Subway Tavern has come in for a great deal of general knocking, and Mr. Johnson seems to think that it is getting to be the rule to condemn first and investigate afterwards.

FINED $25 FOR SELLING TO BOYS.

Nicholas Anderoni and Charles H. Otto, tobacco dealers of Wapakoneta, O., were each fined $25 and costs for selling tobacco to a minor. The men were arrested by Humane Officer McSherry, who considered that the offense came under his department of cruelties to children.

HALF A CROP IN LANCASTER.

Sudden Changes in Weather and Severe Storms Destroy 50 Per Cent of Yield in This Section.

Although the tobacco crop in Lancaster county, Pa., and vicinity was reported a couple of weeks ago as being unusually fine, the sudden drop in the temperature following close upon the severe hail and wind storms which swept through the region, destroyed fully one-half of the entire yield.

The farmers are despondent over the serious losses which they will sustain, particularly in view of the fact that the extra good crop was almost considered as gathered when the weather interfered.

The Tobacco World asked for accurate information concerning the exact situation, and presents the following letters from good authorities:

Lancaster, Pa., Sept. 24.

Editor Tobacco World:

At the time of the frost I think fully ten per cent of the tobacco crop was in the fields, all of which was destroyed. Previous to that time we had two very severe hail storms, which destroyed fully one-third of the crop. With the hail and frost, I think it is safe to say, that our farmers have suffered a loss of fully one-half the crop.

Very respectfully yours,
JOHN D SKILES.

Lancaster, Pa., Sept. 24.

Editor Tobacco World:

I consider the loss of tobacco in Lancaster county by the recent frost as serious. I could not make a fair estimate at this time, but I do not believe that $100,000 would nearly pay the loss. It is a question in my mind if Pennsylvania will have more than half a crop, owing to the prevailing circumstances this year.

Yours truly, I. H. WEAVER.

Lancaster, Pa., Sept. 26, 1904.

Editor Tobacco World:

If there had not been any hail or frost in Pennsylvania, the crop of 1904 tobacco would have yielded about 50,000 cases. About 20,000 cases have been partially destroyed by hail and the frost has entirely ruined about 5,000 cases. The frost has covered parts of every section.

Respectfully Yours,
J. GUST ZOOK.

CIGARMAKERS IN TWO CITIES HAVE TROUBLE WITH UNION.

Chicago Central Labor Union Declares "Knights of Labor" Label Unfair—Strike in Winconsin.

At the last semi-monthly meeting of the Central Labor Union, of Chicago, the standing of the "Knights of Labor," an organization of cigarmakers, was discussed, with the result that the label on the product of this organization was declared unfair.

The union declared that the "Knights of Labor" label is one under which non-union manufacturers and dealers, of Chicago and other cities are manufacturing, among them being three prominent Omaha houses.

The cigarmakers in Wausau, Wis., are on a strike, having been refused an increase in wages of 50 cents per thousand cigars. All but two employers have refused this and decided to operate open shops in the future, not recognizing the union.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
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LEWIS BREMER'S SONS
IMPORTERS OF
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and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
642-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish to have criticized.

POSTAL CARDS TO HELP TRADE.

A DETROIT druggist, who makes a specialty of his cigar case, which indeed many druggists are doing now-a-days, drums up business by the aid of postal cards, printing his ad on the cards and sending them to possible customers.

The postal card idea is good enough when properly worked, for the reason that this form of advertising is by no means in frequent use and when gotten up in an attractive, appealing way is almost certain to command attention.

The Detroit man's method seems clumsy, though, and in many cases would accomplish nothing but its own defeat. In imitation of a letter (not on the subject of cigars) written to a Detroit pharmacy paper, he prints the following on his cards:

MISTER MAN;

dere is one place for cigars to buy in dis town. Did you it know dat places was mister jon smith his drug stores he have de good cigars more as all oder stores. dis card present by dose man who is name on oder side is for five cent cegar good.

This card is good for a ..... 5c cigar at Smith's.

In the first place there has been such a deluge of impossible alleged Dutch dialect lately that the average man not only does not laugh when he sees it but is heartily sick of it. Aside from this, a postal card ad to have weight must go straight to the heart of its subject. The instant it becomes complicated it fails of its purpose.

All that there is on this card is the offer to give away a cigar. Not one man in twenty-five will attempt to puzzle out the other matter. How much more attention it would have received if it had read somewhat in this form:

HAVE A CIGAR WITH US.

Our new 5 cent cigar is the best you can get for the money. We can prove this to you. We ask you to present this card at our store and smoke a ——— on us. You will be doing the favor, not we.

It takes about three seconds to read this and your reason for giving away a cigar is at once apparent. Any man could pass that card over the counter with no loss of self respect. The other way sounds cheap, and is cheap, and only a lot of cheap sports would take up with the offer.

• • •

STOLE A BURNING CIGAR LIGHTER.

It has long since been recognized by hotel, restaurant keepers and ther patrons to the public comfort that nothing small enough to be carried away is safe from a "souvenir hunter." In a goodly proportion of cases there is room for a fair belief that the intrinsic value of the article lifted has considerable influence with the collector.

In the case of the Hotel Bellevue, of Philadelphia, that hostelry of the Quaker City socially elect which passed out of existence last week, it is easy to see the value to an old patron of any little article which might serve to stimulate reminiscence when the Bellevue becomes nothing but a dim memory.

Forks, spoons, salt cellars, any little thing of that sort would serve, and did for the clerks reported that not only a large quantity of silver ware was taken but articles of bric-a-brac and nearly everything detachable.

The most unique purloining that was done, however, lay in the mysterious disappearance of a cigar lighter, which was set up on the counter directly in front of the clerks.

One moment it was burning away merrily, the next, presto chang-o, no cigar lighter. No smell of smoke, no oder of burning, and a minute later a group moved away from the counter.

But twenty years from now, when some old bachelor sits in his den and contemplates that little lighter he can muse and philosophize on the number of famous faces past and gone that the dull, little glow once lighted up as they were bent over t.

• • •

SPEND A QUARTER, GET A SHINE.

A NOVEL SCHEME to attract trade, which has been tried long enough to prove of some value as a trade catcher, is to be seen in Moore's Philadelphia store at Second and Market streets. Above the cash register is a neat sign reading:

SHOES SHINED FREE
WITH
EVERY 25c PURCHASE

Back in the store is a comfortable chair with all the up-to-date appurtenances, and if the customer doesn't care for a shine just at that time he receives a ticket good until used.

CHEER UP, IT MIGHT BE WORSE.

A man's peace of mind in this world depends altogether on his attitude toward things in general and especially on his business affairs. A Tobacco World man went into a couple of retail stores this week and in the course of conversation said:

"Well, how's business?"

"Oh, there's nothing doing at all," said one man. "The snap's all out of everything." And then, with a glibness which proved frequent reiteration, he proceeded to prove there never was such hard times, and that the man is lucky, nowadays, who gets enough to clothe himself.

The other man said:

"Good enough to suit me. May not be so rushed as I have been, but I'm carrying a handy little bit of trade, and I haven't any kick at all."

As a matter of fact both men were doing about the same business, and the second man's hopefulness wasn't merely a bluff. He was always willing to see the best side of it. But these two men typify two distinct types in the business world that you meet everywhere, one extracting the gall and the other the sunshine.

One man wants to commit suicide because he is not constantly forced to sell cigars with both hands, and the other, if no other reason appears, feels thankful that one arm is getting a little rest.

• • •

JAMAICA RUM KEEPS STOCK MOIST.

IT is of much more importance than most retailers appreciate to keep the cigars in the show cases properly moist. Every cigar man knows, of course, that the best cigar that was ever made could be ruined by being allowed to get too dry, but in putting an ordinary moistener in the case and letting it go at that, many dealers consider that they have done their duty. Oftimes customers will find their cigars crumbling in their pockets and will simply go to some other store without asking any explanations.

A Western man recommends a scheme which is probably not generally known. Simply put a little Jaimaica rum in the water used, about an ounce to the half pint. This will keep the ordinary brands of cigars in addition to imported Havanas so that they will always be in proper condition to sell.

Aside from the commercial end of this question there seems to be another phase to be considered. Apropos of the presence of moisture in tobacco, no less an authority than the London Lancet declares that moist tobacco is of importance to public health, since as the combustion of tobacco containing a large proportion of moisture is impeded, while the generation of vapor is increased, so are the chances of the poisonous principal being carried into the mouth diminished.

Handsome Label for "Matthew Carey."

THE above cut shows the label of a new 5 cent cigar gotten out by Bear Bros., of Zion's View, York Co., Pa. The label is embossed in colors in a very attractive manner, and the cigar is proving a good seller. This firm also manufactures the well known Bear and Cub brands.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

The Old Salesman's Musings.

In a Philadelphia magistrate's court this last week a young man appeared against his former chum charging him with having stolen the only suit of clothes he had to his back.

According to the plaintiff, the two had been rooming together in Wilmington and were ostensibly close friends. They needed money pretty badly and while his companion slept,the defendant swiped his only suit and went out and pawned it, leaving the slumberer with nothing but his nightie. When the bereaved one awoke to a realization of his plight he had a busy time' phoning before he could nudge one of his friends for an extra suit.

All of which has nothing to do with us except as a reminder of a little incident which happened quite a few years ago, and which will form a not illogical sequel to my little homily on temperance last week.

The story centres around a couple of boys of thirty or thereabouts, who at the time this happened were good acquaintances of mine. They were both salesmen and quick, snappy people. Send 'em out with a fair line of samples and there was never any kick on the amount of goods they wrote. That is when they were both in trim. They were periodical jags which I don't have to tell you is the worst kind. Sometimes they'd run along for six or eight months as straight as a string and then—piff paff-pouf—they'd be soaked up and entirely out of the game anywhere from a week to a month.

I speak of them together, not because they traveled in company, but because they had practically the same habits and were brought together in this incident from the same causes.

Well, the thing happened in Chicago, the city of hold-ups. Jones was out on his first trip for a new house, having been fired by his old firm after repeated warnings. He was standing on a corner one night waiting for a car, without a thought of liquor in his head, when, as he expressed it, something got hold of him and walked him up against three fingers before he realized what he was doing. He says he simply obeyed some instinct that for the time being paralyzed all other thought.

That was a starter and he kept going till he woke up in some horrible den on Clark street. Somewhere in his wanderings he ran up against Smith who had been out of a job and drunk for a week. The two doped up on a lot of stuff that gives you a brace for possibly fifteen minutes, went to a Turkish bath, got shaved and slunk around to Jones' hotel.

A week is supposed to have elapsed since Jones hit his first drink and he found that his firm, which had been keeping pretty close tabs on him, had summarily discharged him and sent another man out for his samples.

The two drunks had started the "never again" line of conversation but this blow was too much and they at once commenced to frame up a sweaty "we don't have to work for those grouches" jag and which lasted until Jones was all in.

Jones' credit was good for a room in the hotel for a reasonable length of time, but when they began to come off the stuff and crave food, they were up against it for fair. No victim came in sight for a touch and the unhappy pair lived on free lunch for four days. Then it was getting down to cases and they had a desperate heart to heart talk one night up in the room.

And this is where the Wilmington youth's trouble comes in as a memory jogger. The two salesmen at last agreed to call the turn on a pocket coin to see who went out and pawned the other's clothes. They argued that something would be sure to turn up before this raise was gone and at the worst the fellow who lost wouldn't have to stay in bed longer than three days, say.

If I remember rightly, Smith lost and they packed up his clothes ready for Jones to take when he got up in the morning. Then they went to bed. They were both so darn hungry that there wasn't much doing in the sleep line, and as talking seemed to make their stomachs yell all the louder, they just lay there and thought good resolutions.

About half past one there was a very slight noise at the door which neither paid any attention to until it was repeated. Then it became evident that someone was working on the lock.

Jones uttered a cuss under his breath and made a slight movement as if to get up, which was immediately restrained by Smith.

"Wait till he gets all the way in the room," he whispered.

So they waited breathlessly and after what seemed an interminable time, the door opened a crack and as it didn't creak, was pulled open just enough to let a slender, male form writhe through. The intruder took two or three steps into the room and was just about to get his tiny lantern into action when there was a simultaneous leap from the bed, and he went down under the combined weight of two hungry salesmen.

"Shut the door and turn on the light," said Smith.

"Now my beautiful meal ticket," said he as he plumped the burglar over, "we'll see if you haven't got something we need in our business."

Well, to cut a long story short, they got $47.53 out of the dismayed crook's pockets and then kicked him out.

I don't defend this proceeding, but they certainly needed the money, and I am very glad to chronicle that both men braced up, got jobs and stayed sober for at least a year.

THE OLD SALESMAN.

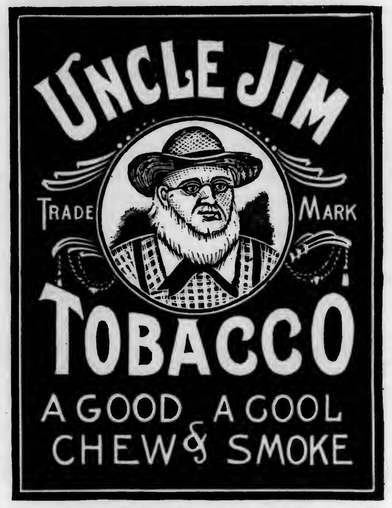
GOOD CROP IN LANCASTER.

A tobacco dealer who returned last week from a trip through the Conestoga and Pequea valleys, in Lancaster county, says that the crop throughout the section is an excellent one and has escaped damage from hail storms. If the early cold weather does not seriously mitigate against it, the yield will be the best for a considerable time.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

W. C. Jackson,
Manufacturer of
Fine
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Factories No. 34 and No. 1596,
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Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

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MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
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B. F. ABEL,
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Manufacturer of Fine Seed & Havana
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Joe F. Willard is Our Popular Leader.

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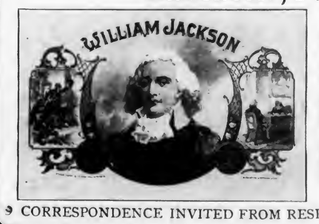
Lancaster, Pa.



Manufacturers of
High-Grade
Seed & Havana
Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

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IMPORTERS OF

BREMER BROS. & BOEHM,
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WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana.
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA

G. H. BOESCH,
Importer and Dealer in
SEED LEAF TOBACCOS
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
SIGMUND H. SMITH
EMOS SMITH
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L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

AN ACTIVE WEEK IN THE HAVANA MARKET.

More Buyers from the United States Help to Liven Up Business. The Transactions of the Week.

[Special Correspondence of The Tobacco World.]

HAVANA, September 19, 1904.

Business during the past week has been fairly active owing to the number of new arrivals from the United States, and while the whole volume of business has not been reflected on the weekly table of sales it is but fair to presume that quite a number of trades are still pending. As the receipts from the country continue heavy our almacenistas show a disposition to meet the buyers, and for the time being are willing to turn over goods upon an extremely small margin, excepting the very finest factory vegas of Vuelta Abajo, as they know that such goods cannot be replaced when once sold. There is a fair demand still for Vuelta Abajo colas on the part of our cigarette manufacturers, and Germany also seems to be interested in low-priced goods. The buyers of the Spanish Regie, who were reported to have arrived here, have not made their appearance yet, although it may not be long before they will pay us a visit.

Apparently this is the most favorable time to buy and make good purchases, because later on, when the receipts from the country shall be falling off and the number of buyers are increasing considerably, prices are bound to advance and the selection will be a poorer one. Some dealers assert that the bulk of this year's crop will have disappeared from our market before the end of this year, although it is safer to say that this refers only to the choice parts of the crop, and that there will be enough tobacco to go around for buyers who may arrive after the first of January.

Reports from the country so far as the seedlings are concerned are in the main favorable, notwithstanding that there are the usual complaints of drought in some parts and excessive rain in others.

Sales

this past week were 6578 bales, which have to be divided into 5267 Vuelta Abajo, 835 Partido and 476 Remedios. The United States buyers have taken 3250 bales, exporters for Europe 1408 bales, and the local cigar and cigarette manufacturers 1920 bales.

Buyers Come and Go.

Arrivals—M. Kline, of E. A. Kline & Co.; A. Pazos, A. Pazos & Co.; Alfred and Victor Ettlinger, of E. Hoffman & Sons, all of New York and Havana; John Wardlow, President of the Ruy Lopez Co., Key West; Morris Winter, of the M. Perez Co., Tampa; Charles Cameron, of the Waldorf-Astoria Cigar Co.; C. E. Neel, of Hinsdale, Smith & Co.; F. E. Fonseca, of E. Fonseca & Co.; Jose Pando, of Garcia Pando & Co., New York; Fred Mayer, of H. Mayer & Co., Chicago.

Returned to Havana—Gustavo Bock, Director General of the Havana Tobacco Co., Ltd.; Walter Himmi and Jose A. Posado.

Departures—E. P. Cordero, New York; Mose Eisenberg, Cincinnati; E. Ellinger, New York; Alfredo Meyer, Hamburg; Matt Berriman, Tampa; Ferd Oppenheimer, New York.

Havana Cigar Manufacturers.

The movement in the local factories is gradually assuming its accustomed activity during the fall season, and there is less complaint heard, as even the United States seem to have fallen in line and sent better orders to our manufacturers.

H. Upmann & Co.—Don Teodoro Garbade was in the Vuelta Abajo last week and secured 450 bales of "tierra llana" tobacco for their factory. They shipped 800,000 cigars, and their factory is now running at full speed.

Cifuentes, Fernandez & Co. are very contented, as orders for the Flor de Tabacos de Partagas y Cia are arriving in increasing numbers from all directions.

Rabell, Costa, Vales & Co. are doing an excellent business in their Ramon Allines and Cruz Roja factory, and in order to meet the demand for their cigars al over the world they have also been buying quite heavily of the choicest vegas from the "tierra llana" district of the Vuelta Abajo.

Behrens & Co. say that orders are coming in very freely at the Sol factory, and when your correspondent called upon them he saw some goods which were being made for Yahn & McDonnell, of Philadelphia, which were exceedingly fine. Their agents, the National Cuba Company, will shortly be able to show samples of the new brands of the Sol factory, Sol Seleccion Especial, costing from $100 up to $1500 per thousand, and which are equal to the finest goods produced by any factory in Havana.

J. F. Rocha & Co. expect to move into their new factory in San Antonio de Los Banos by the end of this week. They have been so pressed for room that they have not been able to execute their orders as they would have liked to have done. Nene and Jefferson are selling like hot cakes for export to the United States.

Enrique Dorado & Co. are well satisfied with the way El Rico Habano is receiving attention from the importers of the United States and Canada.

Buying, Selling and Other Notes of Interest.

Matt Berriman, who left yesterday for the United States, secured 600 bales additional for his factory.

Sobrinos de Antero Gonzales had a banner week, considering the season of the year, disposing of 1200 bales of Vuelta Abajo and Partido. This house is undoubtedly holding the largest stock of the different growths of this year's crop, and Don Antero Prieto y Gonzales is a shrewd business man to know that in order to have the hen lay the golden eggs it is absolutely necessary not only to deal directly, but also to gauge the moment when it is advisable to meet the buyer and make a concession in price, and thus be able to do a large business.

Alfred Ettlinger has pitched right in, securing 700 bales of choice Vuelta Abajo tobacco.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, "P. O. Box 493," **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. **Habana, Cuba.**

WALTER HIMML,

Leaf Tobacco Warehouse

AND

COMMISSION MERCHANT,

San Miguel 62, P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." **Habana.**

Bridat, Mont'Ros y Ca

Mercaderes 35 Havana

Exportors of Leaf Tobacco and Cigars

Cable Address: Bridat — *Post Office Box 310.*

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 **HABANA**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of **Leaf Tobacco**

102 Escobar Street,

Cable: "JEDESA." **HABANA, CUBA.**

Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. **Habana.**

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

☞SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.☜

P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

Gonzales, Benitez & Co. were sellers to the extent of 600 bales Vuelta Abajo, Partido and Remedios.

E. P. Gordero secured 800 bales more of Vuelta Abajo before leaving for his home.

G. Solomon y Hnos are doing an excellent business now, buying tobacco in the country and selling right here in the city, as well as to their customers in the North. They disposed of 600 bales of Vuelta Abajo and Partido during the past week.

Mendelsohn, Bornemann & Co. have been quite active in our market again, securing some 500 bales for their customers.

Rabell, Costa & Co. turned over 534 bales of Vuelta Abajo.

Leslie Pantin was seen again hustling in our market with several customers, and while the exact number of bales bought cannot be stated with accuracy, it is safe to say that he must have registered close on to 1000 bales.

Sobrinos de Veuancio Diaz.—This house is certainly doing a big business, as anybody wishing to enter their warehouse will almost invariably find some customer ahead of him. Don Narciso Gonzales is one of the young generation of up-to-date merchants who believes in the maxim, "Small profits and big sales." He is opposed to stating the number of bales turned over, but from a person well informed the amount was given as 576 bales of all kinds of leaf during the past week.

Charles Blasco has been exceedingly active in our market.

Avelino Fazos & Co.—Don Avelino, upon his return from New York, has made things hum, as in three days' time he disposed of 450 bales of his choice Vuelta Abajo and Partido escojidas, which shows not alone that he is a good salesman, but the tobaccos held by his house must possess merit and can compete with the best to be found in this market.

Voneiff & Vidal Cruz are still busy packing tobacco.

Aixala & Co. turned over 347 bales of tobacco.

Mark A. Pollock seems to have enough confidential orders, as he is more or less buying every day in the market. M. Cane, of Cane Bros., New York, is expected here this week, and Mark A. Pollack will be his broker.

J. F. Rocha & Co. sold 450 bales of Vuelta Abajo to city manufacturers.

A. M. Calzada & Co. are quite busy stripping tobacco for their customers, and continue to receive weekly lots from the Vuelta Abajo.

Muniz Hermanos y Cia. disposed of 300 bales of Vuelta Abajo during the past week. This house is holding a very well selected stock of Vuelta Abajo and Remedios from the finest sections.

Luis Marx explained to your correspondent that, as far as the early planting of his tobacco in August last upon his Zorrilla farm was concerned, it was not done with the idea of raising an early crop, but in order to get rid of the worms which infest all tobacco farms, more or less. There is certainly no other tobacco planter on the Island of Cuba who is trying more earnestly to apply science and deep thought to agriculture in order to bring the cultivation of tobacco to its highest perfection.

Jose Menendez closed out 235 bales of Vuelta Abajo.

Rodriguez, Bautista & Co. were sellers to the extent of 150 bales of Vuelta Abajo.

Receipts From the Country

	Week Ending Sept. 17.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	11,175	179,346
Semi Vuelta	1,015	12,787
Partido	1,679	48,067
Matanzas	—	185
S. Clara & Remedios	5,655	46,002
Santiago de Cuba	—	588
Total	19,524	286,975

Reading Trade Looking Up.

Reading, Pa., Sept. 27.

The cigar trade in general in this section is good, but no unusually large number of new factories have been licensed lately. John G. Spatz & Co., of this city, have had an unusually active summer, with a largely increased demand for their finer grades of goods, of which they make a variety of brands, every one of which has come in for its share of increased sale.

It is rumored that a new manufacturing plant is soon to be located at Boyertown, but no definite information is as yet obtainable.

A large number of new and attractive windows are being made around Reading by the Fleck Cigar Co. on their Eastern Buffalo Brand of 5 cent cigars, and sales are increasing proportionately.

Speaking of outdoor signs, there is perhaps not a more conspicuous sign in the entire city than that of the American Leaf Tobacco Co., at Fifth and Washington streets. In fact it is the talk of the trade and a silent worker on its own behalf.

Leaf dealers of late have little cause for complaint. J. W. Fehr & Son are expanding steadily and are specializing Ohio, Wisconsin and Pennsylvania, while Henry Rindskoff is handling considerable quantities of Connecticut, Sumatra and Havana. J. L. & M. F. Greene's specialty for many years was Wisconsin, but they, too, handle a general line of leaf, including Sumatra and Havana.

LABOR UNIONS CAN CIRCULATE PRINTED BOYCOTTS.

Judge Richardson, of Boston, has handed down an opinion giving labor unions the right to circulate printed matter which calls the attention of union men to a boycott placed on a certain store.

The suit was brought by a cigar dealer, who wanted a restraining order prohibiting the distribution of cards in the vicinity of his store calling upon union men not to patronize him, as he was on the unfair list.

FARMERS WANT TRUST INVESTIGATED.

Dark Tobacco Planters' Association to Ask Grand Jury to Look into Things.

Guthrie, Ky., Sept. 26.

Five thousand farmers, representing sixteen Tennessee and Kentucky dark tobacco growing counties, met here last Saturday and organized the Clarksville Dark District Tobacco Planters' Association. The object which is to assist each member in grading and selling his tobacco. A resolution was adopted asking that Federal grand juries throughout Kentucky and Tennessee be asked to investigate the alleged tobacco trust.

Chas. H. Fort stated that the last crop of dark tobacco was produced at a cost of six cents per pound, $9,000,000 on the crop, and sold at an average of four cents per pound, $6,750,000 on the crop, as a result of the trust's competition.

Addresses were made by Congreesmen James, of Kentucky, and Gaines, of Tennessee.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO **HABANA, CUBA.**

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. **Estrella 42, Habana, Cuba.**

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HAVANA TOBACCO

New York Office; U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.

Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. **ESTRELLA 25, HABANA, CUBA.**

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deventer.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

L. J. SCHOENER. CABLE ADDRESS "TACHUELA"
L. J. SCHOENER & CO.
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Almacenes de San Jose. HAVANA, CUBA.

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TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Sept. 24, 1902.

The principal matter of interest for the week was of course the import stamp, a final hearing on which is being given at Washington to-day. It has become evident to the independent manufacturers that the trust means business and intends by some means or other to preserve the old stamp which so simply and forcibly advertises their Havana product.

With the returns from 80 per cent of the imported goods coming into the Havana Tobacco Company's coffers, it stands to reason that the company will not lightly see the main distinction between their product and the domestic article snatched away.

But the independents, in this city, at least, are better organized than during previous issues between themselves and the trust, and are prepared to make a solid showing at Washington, and before the President if necessary. Unfortunately Mr. A. Bijur is expecting to to go to Cuba and can not head a delegation to the Capital, but Mr. Charles Fox will ably represent him.

The New York trade is greatly interested in the battle which is assuming proportions probably not taken into consideration by Assistant Secretary Armstrong when he signed the important order. Coming just before a more than usually uncertain presidential election, creates more complications, and altogether, the matter, exclusively a trade dispute, has gained an astonishing amount of lay notoriety.

• • •

The suit brought by the Campbell Tobacco Co., of Tennessee, against the Retail Cigar and Tobacco Dealers' Association, of New York, to recover $99 for goods purchased by the association by consignment from H. W. Fredricks, of Jersey City, and which were seized by Fredricks' creditors after coming into the possession of the association, came up in a Brooklyn district court during the week and was decided in favor of the association.

So far as the Campbell Tobacco Co. was concerned, the association testified that it knew nothing whatever of the company in the transaction, which consisted merely of buying the goods from Fredricks on consignment, to be paid for as soon as the association had sold them. The consignment consisted of a quantity of Pride of Tennessee smoking tobacco, of which Fredricks is the distributor in this section. The association testified that it had paid a check over to Fredricks for a first assignment which he himself had banked.

The small sum involved has no relation to the interest manifested in the case by jobbers, as certain questions will be settled on the rights of jobbers who hold goods on consignment.

The association was awarded judgment and cost but an appeal may be taken.

The leaf market for the week was marked with a little more activity, there being fairly good sales in all kinds of domestic leaf. Sumatra showed a satisfactory week, with rather small business in Havana, but good inquiry.

• • •

The leaf firm of Joseph Lederman's Sons, composed of Moe and Nathan Lederman, has been forced to drop out of business, their creditors being two banks and a leaf house. It was said that the liabilities were small and that the banks were willing to grant an extension to which the other creditor would not agree. The firm has been established for years and were formerly much more prominent than now.

• • •

The wind storm which visited the city a few days ago struck with particular fury around the Flatiron Building and smashed the heavy glass window of the United Cigar Stores Co. as if it had been tissue paper. The glass had been manufactured especially for such an emergency, was an inch thick, and the panes cost in the neighborhood of a $1,000 apiece. A large quanty of stock in the window was ruined.

• • •

The new Hotel Astor handles the following imported brands of cigars: Arena, La Intimidad, La Rose de Santiago, Flor de Pedro Murias, Cabanas, El Vinyet, Manuel Garcia, Benito Suarez, Carolina, La Vencedora, Romeo and Juliet, Hoyo de Monterey, Villar y Villar, Newton, La Africana, La Antiguedad, Espanola, Punch, Henry Clay, Nuevo Mundo, Jefferson, Eden, La Corona and Las Mas Fermosa. The clear Havana cigars include the Polonius, of Trujillo & Co.: Mi Favorita, of Park & Tilford; Webster, of Y. Pendas & Alvarez, and El Sidelo, of Sam'l I. Davis y Ca. The cigarette list includes Schinasi Bros.' Royal and Natural, Milo, Egyptian Arabs, Mogul, Pall Mall, Casino.

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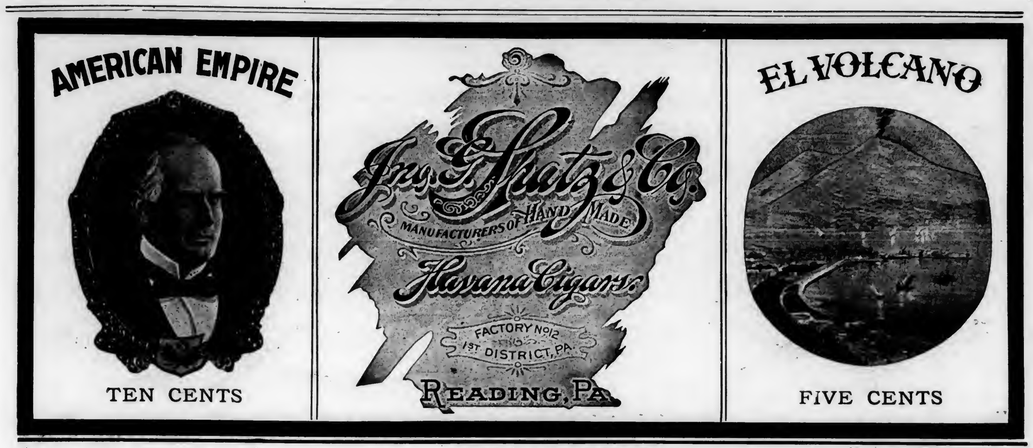
Park & Tilford have had a mix-up with the Havana Tobacco Co., whose goods it has long sold, and as a result will in the future handle only independent goods. The Havana Tobacco Co. asserts that as Park & Tilford failed to meet certain requirements the company withdrew its goods. Park & Tilford, who for a long time have been jobbers of imported goods both independent and trust, intimate that the initiative in this step was taken by themselves because present arrangements were "not satisfactory." In any event, the company states that it will now handle nothing but independent goods.

• • •

Carl G. Olie, a director of the Amsterdamsche Tabakshandel Maatschappy, will sail on Tuesday, on the steamship Statendam, for Holland.

BUCK.



Philadelphia Tobacco Trade.

VANAMAN SELLS ANOTHER STORE

A. Vanaman, who until recently conducted three retail stores in Philadelphia, now has but one having sold the second within a month, on last Wednesday, when Robert J. Simpson, well known among the trade, assumed control of the store on Fifth street.

Mr. Simpson was formerly with Allen & Ginter and later with the American Tobacco Co., and will bring to the management of the new store an experience of many years.

Mr. Vanaman's last sale was made about a month ago when he parted with the Sixth street store. He will now devote himself entirely to his store at No. 9 North Juniper street. Mr. Vanaman gives as his reason for selling the fact that he could not give all the stores proper attention.

FITZGERALD'S "PIT."

T. F. Fitzgerald, jobber and dealer in independent tobaccos at Forty-third and Lancaster avenue, is now placing on the market a new package of cut plug chewing and smoking tobacco, under the brand of Pit. The goods are made at one of the best known factories of independent goods in the country, and are made specially for Mr. Fitzgerald, who owns the brand. Mr. Fitzgerald will welcome correspondence with any and all dealers who desire to add to their stock a strictly first class article, strictly independent, and union made.

PRICE CUTTING ON INDEPENDENT GOODS.

Price cutting seems to be thoroughly contagious, and has now extended from the more congested districts down town to the suburb of Germantown, and is affecting independent as well as trust goods. Recently a Wayne avenue dealer was offering Central Union Cut Plug in 1½ oz. paper and foil packages at 4c; Idle Hours Sliced Plug at 8c, and Central Union in half pound cans at 22c.

BOESCH'S NEW QUARTERS.

G. H. Boesch, who has been engaged in the leaf tobacco business for about a year on North Third St., recently secured and has taken possession of new quarters at No. 312 North Third. Mr. Boesch carries a full line of seed leaf tobacco and also makes a specialty of Sumatra and Havana, selling in any quantity suited to the requirements of the trade. In a comparatively short time he has built up a good business.

ASKS ACCOUNTING OF HEYMANN ESTATE.

Attorney A. T. Ashton, last week procured from Judge Ferguson in the Orphans' Court, a citation directed to Fannie H. Heymann, widow and executrix of the late Henry Heymann, formerly trading as T. J. Dunn & Co., cigar manufacturers of this city, and compelling her to show cause why she had not filed an account of the estate. Mr. Ashton is attorney for the Bryan Company, which claims to be a creditor of the estate to the extent of $200. It is alleged that although it is more than a year since she became executrix she has failed to file an account.

With Manufacturers and Jobbers.

S. Seiberlich & Son, the Fourth and Jefferson streets manufacturers, are making a hit with their Algoa 5 cent cigar, which is union made. This firm also makes the well known Winner and Orinoko brands.

Koch & Dempsey, of Second and Race streets, made several large western shipments during the week, most of the orders being for their Consumo, of which the firm makes a specialty.

George T. Browning, jobber at Second and Arch streets, has been sick for a couple of weeks.

S. L. Johns, of McSherrystown, Pa., is in town looking after the interests of his trade.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138¾ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Leaf Dalers' Jottings.

General Nunez, of the Loeb-Nunez Co., will return from Cuba early in October. Arthur Loeb and Harry Nathan, have left for Havana and will arrive Sunday night.

Mr. Newman, of Young & Newman, is still on the road and reports the sale of 127 cases of new Pennsylvania. This makes 300 cases of 1903 Mr. Newman has sold. Trade conditions, he says, are good.

M. Hartman, of A. T. Hartman, of Connecticut, was in town during the week showing samples of shade grown tobacco.

A buyer for H. Dolinsky & Son, who has just returned from Connecticut, reports a very poor crop. He reports that he was unable to get what he needed. The condition is the result of storms.

Word was received by F. Eckerson & Co. from Havana, during the week, that the crop will be very light, the correspondent stating that there will be only 40,000 bales for the American market. This will make the importations not more than half the normal, much of the leaf being of the light variety which goes to European countries.

S. Auerbach, of S. Auerbach & Co., of New York, was in town during the week looking over the market.

Jacob Labe, of B. Labe & Sons, will leave for the West this week for an extended trip. Sidney Labe is in Pennsylvania.

L. P. Kimmig, of L. P. Kimmig & Co., is in Lancaster putting through a large deal in Pennsylvania 1903 which will go West.

Charles Hipple, of Hipple Bros., was in the market buying extensively during the week for the firm's trade in Cuba.

Among the Salesmen.

A. M. Lake, of George Burghard, is still out and spent the week in Pennsylvania. He reports that business is improving with sales of Pennsylvania Broad Leaf 1903 increasing.

M. B. Arndt, of Hirschberg & Bro., left on Sunday for Chicago from where he will start on his Western trip.

T. R. Coowin, is about to leave for a trip through the South for the Vicente Portuondo Co.

M. Berriman, of Berriman Bros., of New York and Tampa, was in town during the week.

Phil Verplanck, of Gonzalez, Mora & Co., of Havana and Florida, is in Philadelphia.

H. Dolinsky & Son, will send a man for the southern trip some time this week.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

10 EXCELSIOR BUNCHING MACHINES, in good condition, for sale at $10 each. HILLIER, 2344 N. Fifth Street, Philadelphia. 9-21-h

FORELADY, thoroughly experienced in machine work, desires position. Best references. Address, Box 130, care of The Tobacco World, Phila. 9-21-h

FOR SALE.—Hand or steam power Kimball Plug Cut Machine and Appurtenances. Bargain. G. A. SOHL, 515 N. Arlington Ave., Baltimore, Md. 9-28-h

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-3m

WANTED—By a reliable cigar manufacturer, a partner with $2,000 capital, or would operate his factory on commission basis. Best of reference. Correspondence treated confidentially. Address Lock Box 13, Stevens, Pa. 9-14-r

WANTED—SPECIAL REPRESENTATIVE in this county and adjoining territorities, to represent and advertise an old established business house of solid financial standing. Salary $21 weekly, with Expenses advanced each Monday by check direct from headquarters. Horse and buggy furnished when necessary; position permanent. Address BLEW BROS. & Co., Department A, Monon Bldg., Chicago, Ill. 9-28-e

Here and There With the Retailers

Lowengrund, the market street dealer, has ordered a large consignment of the Duke of Kent cigars, and will push them with a special window display. The cigars are to sell at $4 per hundred.

Earnest W. Rugby, with A. Vanaman, of Juniper street, is attracting attention by his clever advertising signs for windows and interiors.

B. Greenwald, of 139 Market street, is buying large quantities of cuttings and expects shortly to introduce a new smoke to the market.

American Tobacco Company Sells Interests to Japan.

The sale of the interests of the American Tobacco Co., to the Japanese Government, under the recently established monopoly, has at last been concluded, the originally named consideration for the company's interest having been increased by nearly half a million dollars. The total consideration has not been made public.

The price first offered by the Government was not satisfactory to the American Tobacco Company, which appealed to the American Legation, and as a result of the representations made by American Minister Griscom, the Government raised its offer $490,000.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Reserved for
HARTMAN & KOHN
Manufacturers of the Celebrated
Blue Front & Country Boy Cigars
1554 Third Ave., New York.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY | LA-DATA | LA PURISTA | INDIAN PRIDE | LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.
Remember—the MELODIOSO is Our Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

E. ROSENWALD & BROTHER.

Established 1881 —THE— Incorporated 1902

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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PHILADELPHIA, SEPT. 28, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE IMPORTANCE OF THE IMPORT STAMP HEARING.

A considerable portion of this issue is given over to a report of the hearing in the matter of the new import stamp, which was held before Acting Secretary of the Treasury Taylor in Washington on Saturday morning, and to which The Tobacco World sent a special representative.

While the question without doubt has grown to be the most important one with which the tobacco trade is now concerned, no one who was not present at the lengthy debate before Mr. Taylor and were enabled to listen to the free and entirely frank expression of opinion from both sides can appreciate how vital the issue has become.

The proceedings commenced formally and rather stiffly but in a short time both sides, warmed by their fencing for position, rapidly tossed the ball back and forth with a vigor little short of bitter. At times there was good humor and even laughter but no one for a single moment lost sight of the point to be gained.

Men who have been present at all similar hearings of importance for the past twenty years declared at the close of this one that it was the most remarkable debate of its kind they had ever heard; that in no other case has such invincible determination, organized attack and eager retaliation been displayed by both sides. Indeed the contestants made it so apparent that the matter was of the utmost seriousness that Acting Secretary Taylor was plainly surprised. The Havana Tobacco Company's air of easy confidence was soon bombarded by the independents into a position of angry defence which was by no means benefited by Secretary Armstrong's own pithy explanation of his act.

After the hearing both sides expressed hope. Whatever the decision, the relative situation of the trust and the independents to each other can never again be quite the same. The precedent established will be too valuable for either cause.

SECRETARY ARMSTRONG VERSUS SECRETARY TAYLOR.

At the import stamp hearing in Washington on Saturday, it was plainly made to appear to Assistant Secretary Taylor that more depended on the result than perhaps appeared on the surface. The political significance of the occasion was made manifest for the idlest auditor to comprehend and Mr. Roosevelt will indicate his decision with a full knowledge of the situation. There were those present from among the opponents of the American Tobacco Company, representatives from the highest to the humblest ranks of the trade; from the capital and from the labor.

Mr. Taylor, in inviting free speech, suggested that each speaker preface his remarks by announcing his name and whom or what he represented. And one after another of the independents took the floor and grimly delivered himself of a list of business houses, trade organizations, trade unions, whatever it might be forming his constituents, serving to show that the delegation had been selected to represent enormous interests. Mr. Parker, the Havana Tobacco Company's counsel, was surely outclassed in numbers if not in eloquence.

While Mr. Taylor naturally could not be said to have taken a side, he certainly did not seem particularly enthusiastic over the attitude of the independents and till Mr. Armstrong spoke, was disposed to put upon them the onus of proof.

Mr. Armstrong, although he also stated that he took no sides, struck a decided blow for the cause of the independents and as a matter of course his own justification. That he felt the situation keenly was evident as was no less so the fact that he did not propose to recede one jot from his stand.

The writer has positive information that Mr. Armstrong will not revoke his stamp order, and that if it is done or is in any way modified, it will be done over the Assistant Secretary's head.

Naturally he can make no personal expression of opinion beyond his statement at the hearing while the matter is in the hands of his colleagues, but no one need have any doubt of his feeling in the matter. The Assistant Secretary informed Mr. Taylor at the hearing that he had strictly adhered to the wishes of Secretary Shaw in the preparation of the new stamp and left the intimation clear that any revoking authority will be the highest possible.

INDEPENDENT JOBBERS MEET.

Representatives of the Trade Discuss Price Cutting and Rebates.

A number of the independent tobacco jobbers of Philadelphia held a meeting on Wednesday afternoon last, at Logan Hall, 1305 Arch street, and discussed at length certain present conditions of the trade with a view to formulating plans for future development. T. F. Fitzgerald, of West Philadelphia, who for months has been a staunch advocate of independent rights, was chosen chairman.

The concensus of opinion indicated the presence of grievances against some of the independent manufacturers as well as the United News Co. which lately entered the field as distributors of cigars and tobacco, and although Manager Frank M. Toppin, of the United News Company was present he took no active part in the proceedings, notwithstanding the fact that it was intimated that his company was selling certain goods cheaper that they could be bought by others at the factory, which fact was causing somewhat of a feeling against them.

Several representatives of independent factories acknowledged having sold to retailers at factory prices less 2 per cent. cash discount and with a special rebate of 10 per cent, but claimed that it was done at a time when they could not get their goods in any other way by reason of jobbers refusing to handle the product.

A proposition was made to continue supplying independent jobbers subject to 10 per cent rebate, with an agreement to allow subjobbers 5 per cent rebate, provided orders from retailers were first handed in to independent jobbers and a list furnished of such retail dealers as had been given the extra 10 per cent rebate, but no additional orders to be solicited on that score.

Representatives of independent factories did not deem it desirable unnecessarily to disturb past relations with those jobbers who were willing to handle their goods, but it must yet be ascertained whether or not such a proposition as is now presented would be satisfactory to all parties concerned.

The matter of forming a permanent organization of independent jobbers was considered and there is fairly good prospect of its early accomplishment.

Tobacco Output for August.

The internal revenue returns from the United States for the month of August show a healthy increase in the output of cigars, cigarettes and tobacco, snuff only having fallen behind the August figures of 1903, as is shown by the following table:

	1903.	1904.
Cigars	599,908,595	617,022,913
Little Cigars	39,635,500	58,116,000
Cigarettes	299,439,806	312,619,112
Snuff (lbs.)	1,614,785	1,505,147
Tobacco "	28,474,925	28,918,504

TRUST WILL GET EXPORT STAMP?

Report that Cuban Congress May be Induced to Issue Export Stamp Similar to Present One on Imports.

There was a rumor current early this week that the Havana Tobacco Co. has devised a scheme to offset the effect of the new import stamp, should the decision of the Treasury Department go against the company.

The meat of the plan as reported was simply this: The Havana Tobacco Company controls a very large percentage of the factories in Cuba, consequently one of the principal industries of that country is dependent upon the prosperity of the company. The Cuban Congress is to be induced to issue an export stamp which in appearance would nearly duplicate the present import stamp. This would be placed on the top of all the boxes coming through the United States Customs and the domestic manufacturers would find their victory an empty one.

As a matter of fact, there is nothing to prevent such an action being taken by the Cuban Congress if it so desired, and if the Havana manufacturers chose to send their goods to our ports so marked, they would have to be allowed through. Section 8 of the Dingley law requires that all packages of manufactured goods shall be marked in plain English words in a conspicuous place so as to indicate the country of origin and quantity of their contents.

There are no foreign goods which come into our customs now which are marked with a stamp in the form of the import stamp, but the markings required by the Dingley law could be made on a stamp similar in printing and color.

It was stated at the Custom House that the United States would have to receive the goods even though the export stamp practically neutralized the effect of the inconspicuous import stamp. The Appraiser at the Philadelphia port said that there was nothing to prevent foreign manufacturers from pasting a stamp all over the top of the cigar box if they so desired, provided it contained the information required by the Dingley law.

It could not be learned whether the Havana Tobacco Co. really contemplates such an action but it would seem like a natural move in case of defeat.

CONTINENTAL TOBACCO CO. MAKES UNUSUAL PROPOSITION.

The Continental Tobacco Company is apparently unable to keep up to its business in the Cremo cigar and has issued the following self explanatory circular. This situation is decidedly refreshing after the number of complaints from various quarters on hard times and poor business:

To Our Customers in the United States:

1 Being over thirty days behind our orders for Cremo cigars, and many of our customers being entirely out, we will consider it a favor if any of our customers who have Cremo cigars in excess of their immediate requirements will let us have them.

2 To compensate you for your trouble, we will allow any direct customer of ours $1.00 per thousand over price paid us for such quantity of Cremo cigars as they may be able to spare in original, unbroken, sealed cases.

3 Kindly wire us on receipt of this the quantity, if any, you can spare, and we will give you shipping instructions.

Very truly yours,
CONTINENTAL TOBACCO COMPANY.

A. Bijur for Independents:

UNLESS our claims for the mischief worked to domestic cigars are conceded, we cannot understand the tremendous opposition to the removal of the import stamp. We are driven to think it may be the purpose of those interested to introduce by its aid either inferior cigars from Cuba, or, when Congress shall have removed most of the duty from Phillipine cigars, to introduce them without the tremendous outlay for advertising that would otherwise be necessary.

INDEPENDENTS FIGHT FOR NEW IMPORT STAMP.

Secretary Taylor Listens to a Four Hours' Fusilade of Arguments For and Against the New Stamp. Havana Tobacco Company Forced to Open the Debate. Independents Hopeful.

Washington, D. C., Sept. 24, 1904.

Representatives of the majority of cigar and tobacco interests of the United States, and Vice-President J. B. Cobb and General Counsel Junius Parker, of the Havana Tobacco Co., went before Acting Secretary of the Treasury Taylor today and debated for nearly four hours over the new inconspicuous import stamp approved by Assistant Secretary Armstrong and protested against by the Havana Tobacco Co., which controls 85 per cent of the Havana importations of this country.

The hearing was given by Secretary Taylor to aid the Department to decide whether a change of stamp is advisable, the new stamp, which was already in the hands of the Stationery and Engraving Department, having been held up to await this decision. At the close of the discussion Secretary Taylor, in reply to a request for an early decision, stated that the matter would be considered immediately and the action decided upon by the Department announced at the earliest opportunity. Until this announcement the order for the stamp will remain suspended.

Well Known Men Present.

There were present for the independent interests Simon Batt, President of the Havana Cigar Manufacturers' Association; Ysidro Pendas, Louis F. Fromer and H. A. Bock, directors of the association; Morris S. Wise, counsel for the delegation; A. Bijur, President of the National Cigar Leaf Association; Daniel Harris, an officer of the International Cigarmakers' Union; Samuel Gompers, President of the American Federation of Labor and Vice-President of the International Cigarmakers' Union; John Landstreet, President of the Independent Manufacturers' Association, and W. L. Crounse, of the National Cigar Leaf Association.

The hearing commenced a few minutes after 10 o'clock and after a half hour of argument as to who should open, the discussion became so warm that no adjournment was taken for lunch and the last speaker did not finish until 2 o'clock. The independents showed a disposition to emphasize the possible political significance of a revoking of the stamp, even offering figures to show the number of voters interested.

Parker Resents Tactics.

This line of action was angrily resented by Mr. Parker who expressed his contempt for such tactics. Nevertheless it was made perfectly plain to Secretary Taylor that a multitude of people would demand a very good reason of the Department for sacrificing the welfare of many for the convenience of one interest.

Mr. Taylor opened the hearing by saying that it was free to all on both sides and that he wished to hear a frank expression of opinion. In this wish he was certainly not disappointed. The Secretary said that the independents as being in the affirmative should open the debate by giving a description of just what was wanted in the way of a new stamp.

Mr. Wise, as counsel for that delegation, immediately replied that his clients did not undestand their position to be as the Secretary had stated.

"An action has already been taken," said he. "It is up to those on the other side to appeal it. We have come here, the same as if a decision had been rendered, to answer any new arguments."

"You misunderstand the situation," said the Secretary," "Mr. Armstrong's authority is not absolute. I was not aware that Secretary Shaw had ordered any new stamp."

Secretary Shaw Ordered Stamp.

Here Assistant Secretary Armstrong, who had just come in, interposed: "I showed the plan for the new stamp to Secretary Shaw and he said it was exactly right," he stated in decided tones.

"Well," said Mr. Taylor, "I wish you gentlemen would say just what stamp you want."

"In further view of Mr. Armstrong's statement, we would respectfully protest that the affirmative is not with us," said Mr. Wise. "We regard the matter as closed."

"It is not closed," said the Secretary, sharply. "It is just opened."

"We are satisfied, then, with the change as ordered by Mr. Armstrong," declared Mr. Wise.

ROBERT B. ARMSTRONG,
Assistant Secretary of the Treasury, who incurred the displeasure of the Havana Tobacco Co. by ordering an inconspicuous import stamp. Mr. Armstrong firmly adhered to his position at the hearing on Saturday.

"There is no order," interrupted the Secretary.

"There is an order authorizing the new design and ordering it to be substituted for the other," asserted Mr. Armstrong. "There has been no order yet issued as to placing it on the box because the Department of Stationery and Engraving has nothing to do with that part of it."

Mr. Gompers then said that he did not consider it necessary to "spar for position," to which Secretary Taylor agreed, declaring that no advantage would result from technicalities. The order for the new stamp was then read and was in part: "The model submitted by you for the new stamp is returned approved. It is the same general style as the internal revenue stamp, printed in black ink on blue paper of the kind used by the Internal Revenue Department."

"But that has been revoked by me," said the Secretary.

Not Revoked but Suspended.

"Revoked or suspended?" asked Mr. Crounse.

"I mean suspended," was the reply.

Here Mr. Armstrong, who had been listening impatiently, arose.

"I am here in the position of being overruled," said he, "and I'd like to have the men who want to overrule me state their reasons."

Apparently recognizing that it was up to him, Mr. Parker immediately launched his statement of the Havana Tobacco's case:

"We have not been notified of any new stamp," he declared. "The Cuban manufacturers have not been ordered to make any change. I insist that those in favor of the change shall take the affirmative."

"One minute," broke in Mr. Armstrong. "Your Mr. Wilcox asked me for information. I wired him that the change had been ordered and as a result of his request granted him the hearing in New York."

"The order is now held in abeyance," said Secretary Taylor.

"But," spoke Mr. Bijur, "our understanding is that the stamp has been ordered and in the absence of proof that it is undesirable, will go into effect."

Mr. Taylor negatived this view and turned to Mr. Parker again, who said that he had learned of the situation only through the trade journals.

Parker Says Congress Must Change It.

"The stamp now in use has been employed since 1865 when it was ordered by Congress. So Congress should be the one to make any change. The express purpose of this change was to make it less easy to determine whether cigars are imported or domestic, and it undoubedly would make fraud easier."

Junius Parker for Importers:

I AM willing to admit that with the new stamp the practice of refilling would become less prevalent, but it is the purpose of the Government to prevent a false article being palmed off on the consumer. There wouldn't have been any complaint if our company hadn't got control of 85 per cent of the Havana product. Some people are always trying to get a contention into the newspapers as being the trust against the people. Even the trust is entitled to its rights.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1135 Ridge Avenue, Phila.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Mr. Cobb then took the floor and said that it was a decided misapprehension to assume that his company was interested only in imported cigars. "Our domestic manufacture is double our imported and our investment in this country ten times that in Cuba. We claim that any change would work injury to both dealers and consumers, and entail a loss of revenue to the Government of at least $1,000,000 a year by the practice of substitution. To demand a new stamp is like asking the Government to stand aside and give an opportunity for these petty frauds. We don't see how the change will benefit anybody except those who take advantage of careless buyers. Change the stamp, and I as a consumer have to guess the honesty of every retail dealer I don't know."

As soon as Mr. Cobb sat down Mr. Armstrong jumped to his feet. "Mr. Taylor," he said, "if you have no personal feeling in this matter I should like to say a few remarks in explanation of my action. I am not taking sides but my action has been questioned and I wish to say why I took it."

Hot Shot From Mr. Armstrong

"The tobacco stamp was made at a time when the Government found that it required some designation of imported goods, and case goods of all kinds coming through the Appraiser's Stores were marked by the Appraisers in stencil. The stamp was made when there were no clear Havana cigars made in the United States, and when there was nothing here to protect. The stamp ran along until it was discovered that fraud could easily be perpetrated, when it was arranged to place a serial number on invoices, cases and boxes, so that a fraud could instantly be detected by reference. Since that time the McKinley differential was given in the Custom House which was destroyed by the Cuban reciprocity act The stamp had thus become a distinct discrimination against the industry of the United States, which is a perversion of Congress's intention, and the opinion of of the Solicitor General of the Treasury was secured as to a change. He informed us that we had the power to make such a change."

"These boxes," said Mr. Armstrong, as he held up a box bearing the old import stamp, "will sell readily in New York. There is a market for the empty boxes at from 30 to 80 cents apiece. The conspicuous stamp undoubtedly causes substitution instead of preventing it."

Mr. Wise followed Mr. Armstrong, asserting that the mere fact that a wrong has existed for so many years is no season why it should continue.

"We simply ask for justice," he declared, "for the industry which has been built up against great set backs."

If Reversed, Must Show Good Reason.

Mr. Batt said: "We contend that this discrimination against our industry is the only discrimination made in any branch of trade. We have our ruling and we make our stand on it. The protestants must prove their case. If the action is reversed we shall insist on knowing why."

Mr. Gompers then reviewed the cigarmakers industry for the past forty years, saying that it had been a hard contest, first for the cigarmakers in the United States to make cigars the same as those made in Cuba. Now they are quite as competent, and some cigars are made in the United States which excel any made in Havana.

"We are entitled to a fair and square dea,l" he said, "especially when the American Manufacturers have a new phase of the industry to face, namely the cheap cigars made in Porto Rico and the Philippines. We ask the Government not to give its preference to foreign product to the detriment of the American made cigar. Under the new stamp the imported cigar would have to sell on its merits and not upon its prestige. The Government assumes the risk of substitution on importations of cloth. Why should cigars be selected as the one article of discrimination ?"

The speaker then presented a table showing the percentage of factories in a number of the States and operatives who will be affected by the ruling. The inference was that the administration was committed to protect these voters and must do it.

Thousands of Voters Interested.

This is the table, which does not include small factories:

State.	Establishments	Operatives
Connecticut	216	1,179
Illinois	1,489	6,768
Indiana	474	2,246
New Jersey	485	2,105
New York	3,055	30,801
Ohio	1,129	10,907
West Virginia	72	1,115
Wisconsin	622	2,243

Mr. Crounse then gave figures from late reports showing an increase in the quantity and a decrease in the quality of the cigars imported. Section 8 of the Dingley law was read which in part says: "All articles for manufacture shall respectively be plainly marked in plain English words so as to indicate the country of origin and quantity of their contents." Mr. Gompers said that there were enough stamps and marks on the boxes to do that without the import stamp.

Thousands More Employed

Mr. Harris said: "The abolition of this conspicuous stamp would mean the employment of 10,000 more cigarmakers."

This statement was supplemented by Mr. Gompers who said that in the first four months of the year the union had paid $20,000 in out of work benefits, which was $5,000 more than was paid during the whole previous year.

Mr. Parker replied that that was because many manufacturers had removed from New York to Florida.

Mr. Landstreet said that he thought it an unusual proceeding for the Department to hold up the stamp at the regard of one interest only. He then referred to the box stuffing phase.

"Of Course They Won't Refill."

"Why if we make the stamp so inconspicuous that it counts for nothing, then of course, they won't refill," broke in Mr. Parker, impatiently. I am willing to admit that the practice would become less prevalent, but it is the purpose of the Government to prevent one article being palmed off on the consumer when he is trying to get another There wouldn t have been any kick if we hadn't got

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Oct. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

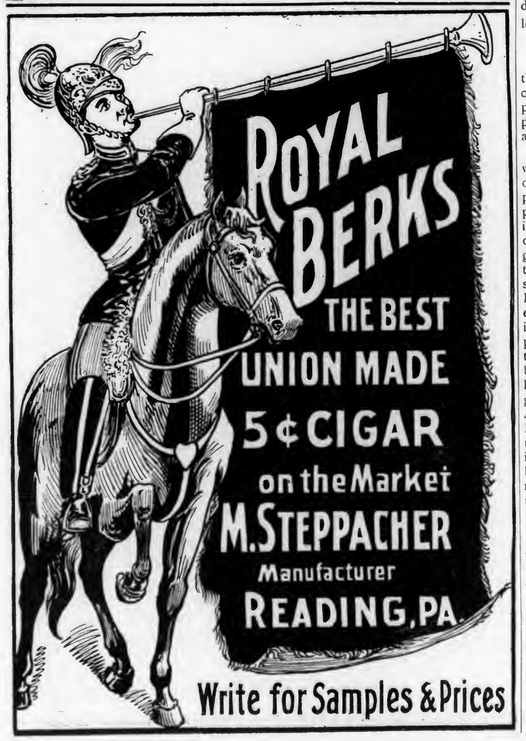
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product
is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.



control of 85 per cent of the Havana product. Some people are always anxious to get a contention in the newspapers representing the trust against the people. If the trust is right, it is entitled to what it wants as much as any one else. I think the table of voters in doubtful States reflects on the man who prepared it."

R. C. Faber, of N. Y., Mr. Estabrook, of Estabrook & Eaton, Boston, and John Wagner, of Wagner & Sons, Boston, declared that they had no connection whatever with the Havana Tobacco Co., and spoke against the new stamp.

Mr. Bijur then delivered a comprehensive presentation of the situation, after which Mr. Wise, closed for the independents. Mr. Bijur spoke as follows:

Old Stamp Creates Wrong Impression.

"The new stamp, will amply secure the consumer desiring to smoke imported cigars, and at the same time, by its comparative inconspicuousness, no longer place the domestic clear Havana cigar at a decided disadvantage.

"The prominent import stamp, of which we complained for some years, was originally attached to the boxes of imported cigars at a time when there were practically no clear Havana cigars made in this country. Thus the import stamp came to mean that the cigars distinguished by it were made of all Havana tobacco, and conversely that cigars not so distinguished were not made of all Havana tobacco. This impression still exists, to the detriment of an American industry. It is an absolutely false impression today, because, stimulated by the high duty imposed on imported cigars by the McKinley bill, manufacturers here turned to making clear Havana cigars, and now turn out annually some 400,000,000 cigars of this kind, as against Havana's production of 200,000,000 annually. But the import stamp is still an insuperable obstacle to the manufacture here of the finest sizes, and for this reason its removal is still so strongly urged by our manufacturers.

Cigars Same Here as in Havana.

"If there appears to you any doubt as to our claims regarding the right of clear Havana cigars made in this country to be considered as identical in their method of manufacture and in the material of which they are composed with the product of the Havana factories, we suggest that the question be put to the Havana Tobacco Company itself, whether the cigars that they manufacture in their factories in Tampa differ in any regard from the cigar that they manufacture in Cuba.

"We believe that the substitution of an inconspicuous stamp, while fully protecting the consumer, will do away absolutely with 'box-stuffing,' of which the Treasury Department frequently complains so much As the stamp is, at present, boxes with it on have a recognized value when empty, as they can be refilled by unscrupulous dealers and the cigars be palmed off as imported. We again refer to the booklet circulated by the Havana Tobacco Company for confirmation for the statement we make.

"It should be remembered that we do not object to the fact that the public is enabled to assure itself that it gets an imported cigar when it wants one, but we do object because the import stamp has

A. BIJUR.

come to mean that only the cigar distinguished by it is made of all Havana tobacco.

Cannot Understand Opposition.

"Unless all our claims for the mischief worked to domestic cigars are conceded, we cannot in any way understand the tremendous opposition that has developed to the removal of the import stamp. We are driven to think that it may be the purpose of those interested in its retention to introduce by its aid either inferior cigars from Cuba or perhaps when a complaisant Congress shall have removed most of the duty on Philippine cigars, to hope to introduce them to our smoking public without the tremendous outlay for advertising that would otherwise be necessary.

"We also desire to protest respectfully at the action of the Department in granting a further hearing on a subject that has been under discussion for years, and on a particular plan that has been considered by the Treasury Department since February last. There are no new developments in this matter, and there can be no legitimate argument other than those that have influenced the Treasury Department already to issue the order for a less conspicuous certificate of importation." J. M. BUCKLEY.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
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WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of
1902 FINE FORCE-SWEATED CONNECTICUT
Our Own Packing
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of
and Dealer in Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
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Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
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DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!

Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

INDEPENDENTS FIRMLY UNITED

Members of Delegation to Hearing in Washington Say There Is More Organization than Ever Before —Received by the President.

The delegation of manufacturers, jobbers, dealers and cigarmakers which went to Washington to attend the hearing before Assistant Secretary Taylor, on Saturday, was a unit in expressing the belief that the independent interests are more closely united for battle against the American Tobacco Company than ever before.

The New York delegation, with two or three exceptions, arrived in Washington on Friday evening and registered at the New Willard, on Pennsylvania avenue. It consisted of the following: Morris T. Wise, general counsel for the independents; Simon Batt, President of the Havana Cigar Manufacturers' Association; Ysidro Pendas, who represented the Tampa manufacturers; Louis F. Fromer H. Anton Bock and A. Bijur. There were also John Landstreet, President of the National Independent Tobacco Manufacturers; Daniel Harris, President of the International Cigarmakers' Union; Samuel Gompers, Vice-President of the same organization and President of the American Federation of Labor, and W. L. Crounse, of the National Cigar Leaf Association. T. B. Cobb, Vice President of the Havana Tobacco Co., and Junius Parker, general counsel for the company, also registered at the New Willard.

Mr. Batt said, previous to the hearing, that he was very hopeful. "We are so strong that we cannot fail," said he, "for we know that we are in the right and have prepared our case so that the Secretary cannot fail to be convinced."

Mr. Pendas said: "There is more concord in this movement than in any similar agitation that has ever occurred in the trade. We are all working together and I can remember no other question that ever aroused such interest."

Mr. Fromer said: "I can only endorse what Mr. Pendas and the others have said, only I think you cannot express too strongly the complete union which has been effected."

Mr. Wise expressed it as his belief that the new stamp would go through. "We have stood and will continue to stand up to the trust in order to gain our rights and they find out now that they cannot walk over us."

Mr. Gompers said that an important phase of the situation was the great effect which the new stamp would have in giving work to cigarmakers in the United States, many of whom are now walking the streets.

Others of the delegation expressed themselves similarly and there was a general feeling of hope both before and after the hearing.

After the debate was concluded the independents paid an informal visit to Secretary Armstrong's room and warmly congratulated the official on his action.

At 4 o'clock a delegation composed of Messrs. Batt, Pendas, Bijur, Bock, Landstreet and Gompers were received by the President who listened to a brief statement of their case, and received what data the delegation had to present. Mr. Roosevelt stated that he would go over all the papers in the case and would reach an opinion in a few days.

NATIONAL CIGAR DEALERS THANK ASSISTANT SECRETARY ARMSTRONG.

The following letter has been sent by the National Cigar Dealers' Association of America to Assistant Secretary Armstrong in relation to his action in the import stamp matter;

"The executive board of the National Cigar Dealers' Association of America, comprising 10,000 dealers, passed resolutions to render you a vote of thanks thus showing our appreciation for the interest you are taking and the encouragement you are giving to the independent manufacturers and cigar dealers in this country. We can foresee the good results that will follow the modifying the form of the import stamp." Yours respectfully,

CIGAR DEALERS' ASSOCIATION of AMERICA
Henry Leopold, Sec'y.

MEXICANS SMOKE FIVE CENTERS.

B. Greenwald, Market street cigar dealer, has a friend who has just returned from an extended sojourn in Mexico and California. He says the attitude of the country is pronouncedly a "if you haven't got any money you needn't come around" one, and while this condition could never be declared purely local, Mr. Greenwald's friend says that the people through this section were unusually on the make.

Another thing noticed was the excellent market which the five cent cigar has made for itself in Mexico. A comparatively short time ago the 10 cent straight was the smoke which sold most freely, but the Mexican consumer declares now that he can get nearly as good a cigar for a nickel as he used to pay twice that for. Formerly, according to some travelers, if a man went into a store and asked for a 5 cent article they at once wanted to know if he wasn't from Philadelphia. Now such a purchase occasions no comment.

—The Cigar Manufacturers' Association of Havana has suggested that the conspicuous warranty stamp now used on genuine Havana cigars be continued if the present United States import stamp is changed.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
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GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
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Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
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J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✣ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

PHILADELPHIA LEAF MARKET

The leaf market picked up quite a little during the week and in some varieties all offerings were eagerly taken. There was a better demand for Wisconsin, all offers of which were taken up.

There was also a good demand for Pennsylvania Broad Leaf with none offered. Connecticut 1903 was picked up as fast as offered. Sumatra and Havana and the balance of the market remained about the same, with a fair demand.

The Week in Lancaster.

Lancaster, Pa., Sept. 27, 1905.

The local leaf trade is still feeling buoyant as a result of the recent activity in this market, and the past week has been another good one. R. K. Schnader & Sons, on West Grant street, sold 1,100 cases of 1903, and a number of smaller transactions have also been announced.

Buyers are continuing to visit this market, the latest arrival being George Berger, of John Berger & Son, of Cincinnati. Mr. Berger is stopping over at Lancaster on his return from New York.

It was not generally known until last week that H. H. Miller, a well known local leaf dealer, had been seriously injured about two months ago by a case of tobacco falling on his foot, and in fact it was not thought to be so bad as later developments showed, even by Mr. Miller. He has suffered severely from the injury, however, but is now improving nicely.

L. E. Ryder reports a fair business at each of his several factories.

I. B. Good, a cigar manufacturer at Ephrata, was sold out by the sheriff yesterday, execution having been issued on a judgment note in favor of his brother, and put on record about four years ago. About 18,000 cigars of various grades, five full cases of leaf and eleven broken cases and fifty-five pounds, together with factory utensils, were offered for sale, but several cases of seed leaf and one bale of Sumatra were seized by creditors and removed. It is thought he owed from $1,500 to $1,800 for merchandise, principally to New York houses. All the goods actually sold were bought in by Mr. Good's attorney.

Jottings From York.

York, Pa., Sept. 27, 1904.

N. G. Meads, of Red Lion, was last week sentenced in the Adams County Court, to twenty months in jail for counterfeiting a label of the Cigarmakers' International Union, but an allocator was subsequently granted by Judge Rice of the Superior Court at Scranton, and the defendant was permitted to enter bail in the sum of $2,500.

C. H. Stallman & Son, at 11 and 13 N. George street, are having a special pipe sale in 25 cent pipes.

T. L. Adair, of Red Lion, recently booked orders for a considerable quantity of cigars, and is running a full force of cigarmakers.

SMALL YIELD OF DARK LEAF.

Not More than Half a Crop Planted by Tennessee Growers.

The yield of dark tobacco in Tennessee, for 1904, will be at least fifty per cent smaller than last year, many of the planters having failed to put a single plant in the ground.

In every case the acreage is smaller than usual, and it is hoped that better prices will prevail this year. Last year's crop brought very low prices as the result of a combined movement, but so far this month the market in the distributing centres of this region has been active with prices ruling higher.

The offerings were of poor quality but were taken readily. By the way tobacco is moving out of the warehouses it is expected that the stock will be largely reduced by cold weather. The farmers are beginning to cure.

"SUBWAY TAVERN" MAKES A HIT:

The El Draco Cigar Manufacturing Co. report very large sales of their Subway Tavern 5 cent cigar which was put on the Market shortly after Bishop Potter assisted at the opening of the Subway Tavern in New York.

The cigar, which is a very fair 5 cent article sold with most surprising readiness, which fact Manager Frank Comber attributes to its name.

"I have found that the name of the cigar counts for a great deal," said he, "and the great, sudden sale of this cigar proves it. The Subway Tavern excited the attention of the whole country, and everything under the same name is bound to get attention."

The cigar has a plain, very neat label, and attractive signs of fancy lettering prepared to advertise it.

CROP SITUATION IN OHIO.

Cincinnati, O., Sept. 26.

Advices state that the 1904 crop in Miami county promises to exceed the yield of last year, excepting in some sections where hail has done damage. Montgomery county reports that harvesting has begun on some of the early planted crops. Seed leaf, Dutch and later fields of Zimmer will not be housed for three weeks. Conditions in Darke county are regarded as unfavorable at this writing. It is said tnat the tobacco is generally of short length, and contains many worm holes.

Burley Tobacco Growers Meet.

The Executive Committee of the Burley Tobacco Growers' Association of Kentucky met on September 24, and appointed a representative for each voting precinct throughout the Burley district to solicit contributions to the capital stock, the subscription to be taken in tobacco. Work will begin at once to enlist all the growers possible with the Association.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

The Gilt Edge
Cigar Box Factory
Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons
Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE.
Our Business Basis { HIGHEST WAGES TO THE WORKERS; GREATEST VALUE TO THE CONSUMERS.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

All goods sold from factory to jobber direct. No traveling salesmen employed.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Sept. 24, 1904.

Havana—Jas. E. Ward & Co., 384 cases cigars, cigarettes and tobacco; 42 trunks cigarettes.

Rotterdam—A. E. Outerbridge & Co., 3 cases cigars.

Vera Cruz—Jas. E. Ward & Co., 6 cases cigars; 30 bales tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Sept. 20:

E. Spingarn & Co.	117 bales
Pretzfeld & Co.	66 "
J. Hirsch & Son	15 "
Havemeyer & Vigelius	4 "
A. Murphy & Co.	36 cases
Pim, Forwood & Kellock	1 case

HAVANA TOBACCO

Str. Mexico, arrived Sept. 20:

Jas. E. Ward & Co.	854 bales
Sartorius & Co.	285 "
J. Bernheim & Son	164 "
Order	114 "
J. W. Merriam & Co.	94 "
Leonard Friedman & Co.	74 "
A. Murphy & Co.	50 "
B. Diaz & Co.	37 "
Garcia, Vega & Carcaba.	33 "
G. Salomon & Bro.	33 "
M. Atak & Co.	26 "
Greenhall Bros.	15 "
Levi Blumenstiel & Co.	10 "
F. Miranda & Co.	10 "
R. M. Blake & Co.	9 "
Calixto Lopez & Co.	7 "
S. L. Goldberg & Sons	5 "
A. Blumlein & Co.	5 "
A. Gonzalez & Co.	71 bbls.
J. Bernheim & Son	31 "
Jas. E. Ward & Co.	16 "
Order	13 "
S. L. Goldberg & Sons	11 "
Hilson & Co.	35 pkges
American Cigar Co.	35 "

Str. Vigilancia, arrived Sept. 24:

J. E. Ward & Co.	288 bales
G. Salomon & Bros.	198 "
M. S. Arrue & Co.	12 "
Alex. Murphy & Co.	12 "
G. Salomon & Bros.	2 bbls.

HAVANA CIGARS

Str. Mexico, arrived Sept. 20:

Havana Tobacco Co.	205 cases
Park & Tilford	26 "
G. S. Nicholas	17 "
G. W. Sheldon & Co.	7 "
Canadian Pacific R. R. Co.,	7 "
Order	5 "
W. H. Stiner & Son	4 "
Calixto Lopez & Co.	4 "
L. J. Spence	4 "
Macy & Jenkins	2 "
Masters & Co.	1 case
C. D. Stone & Co.	1 "
R. Hirsch	1 "
E. A. Kline & Co.	1 "
A. E. Outerbridge & Co.	1 "
A. H. Hillman & Co.	1 "
Merchants' Despatch Co.	1 "
Jas. E. Ward & Co.	6 bbls.

Str. Vigilancia, arrived Sept. 24:

J. E. Ward & Co.	15 cases
National Cuba Co.	6 "
M. E. Caule	4 "

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Well, the conditions have changed some during the past week. A week ago little tobacco had been sold, but today very many of the largest lots have been sold and at good fair prices, not extravagant figures, but at prices that will leave a little margin to the growers. The tobacco dealers every year have a convention, and their little meetings occur quite frequently, and when they are ready to start out buying tobacco they all start at the same time and work upon regular lines. You don't see one man start out alone and have the whole field to himself, but when you hear of one you will hear of all who are used to buying in certain localities starting at about the same time, and they offer about the same prices; you don't hear of one paying 20c and another from 10@15c per pound. In certain localities the prices will range about 14c year after yaar. Another district, it may be in the same town, the price to start with will average about 2c per pound higher. Now at the first glance the market seems to be partial to a certain class of growers. But I think not, for the men who sold for 14c get a heavier yield to the acre. Their tobacco is not so light and thin, so in reality they receive about the same amount of money, acre for acre, the town through.

Our correspondents write:

Hatfield—Sales by J. L. Prouix at 8½@14c; Harry E. Bardwell, eight acres at private terms; J. L. Wells, five acres at 14½c; J. A. Ryan, four acres at 15c; D. W. Wells, eleven acres at 14c; F. H. Bardwell, eighteen acres, at 15c; J. S. Powers, four acres at 14c; M. J. Boyle, thirteen acres at 14c; J. L. Boyle, ten acres at 14c; Mary Boyle, five acres at 14c.

Conway, Mass.: "The tobacco crop here was all housed last week, and it turned out the best quality from start to finish, and took the most room to hang it that we have had in a number of years. It is curing down very rapidly and seems a nice light color. There were a few buyers in town last week, but no sales. One buyer offered 18c, but was refused, the party looking for 20c."

Hadley, Mass.: "Tobacco in this town is now housed, and for growth, quality and whole leaf there was never a better crop grown."

North Hadly, Mass.: "The tobacco in this section never looked better at this time of the year than it does now. The early crops are out of danger of pole burn, but have stem rot yet to fear. There have been several crops sold or engaged at prices averaging 17c in the bundle. I say 'engaged' for if anything happens to the tobacco the buyers will not take it."

Wethersfield, Ct.: "The tobacco here is all cut and housed in good condition. We are not having any wind or hail, to

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

P. G. SHAW

Manufacturer of

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.

The Centre of the Best Zimmer Growing District.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

damage it, or many green worms or grasshoppers. It is curing down a very fine colored leaf which cannot help but bring a good price."

North Hatfield, Mass.: "R. M. Swift has sold ten acres of 1904; F. A. & C. H. Crafts, 10½ acres; Mrs. Daniel Garvy, six acres; Mrs. Ed. Flynn, three acres; George Pfieter, six acres; W. Coffee, eight acres; John Brenan, eight acres; Charles Wait, six acres; Edwin W. Field, fifteen acres; Peter Donovan, eight acres; E. C. Warner, ten acres of 1903. These sales averaged from 15½@17c in bundle."

Sunderland, Mass.: "Several sales of tobacco were made last week at prices ranging from 16@17½c. I am at present unable to give the names of the parties, having mislaid the list."

Hartford, Ct.: "A local expert asserts that the tobacco crop is the best ever grown in the valley, and claims that 30c a pound should be the prevailing price."

Miscellaneous sales: George Hayes, Pleasant Valley, Ct., 30c in bundle; J. L. Newton, South Windsor, seventy acres, private terms; Hiram Fox and others, East Hartford, Ct., sales at 28c, assorted. Sales at Simsbury, Ct., are reported at from 18@23c in bundle. J. F. Phelps, Suffield, Ct., has sold for 21½c. —American Cultivator.

EDGERTON, WIS.

There are but few growing sections that buyers have not been riding in of late but we do not learn that a very large number of contracts have been placed. Buyers of the United Cigar Manufacturers are active in the Orfordville district and in Center this week, closing a number of deals, but there is no general disposition to push buying in the southern portion of the state.

The following sales of Center growers show the limit of prices offered:

T. H. Bemis, 6a at 8¼ and 1c.
Albert Koplein, 7a at 8½ and 1c.
Mrs. Albright, 4a at 8 and 1c.

Old leaf is receiving some attention but most of the goods coming to market are of the low grade variety and bring very small prices. Packers report some trading and a good healthy demand for samples. W. T. Pomeroy & Co. sold 50 cases of '01 and a 100 case lot of '03 during the week.

The weather conditions are decidedly favorable to the curing of the shedded tobacco which is coming along in a most satisfactory manner.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market opened active, strong and higher for leaf, while lugs were very firm.

Lugs—Low, 2¾ to 3c; Common, 3 to 3½c; Medium, 3½ to 4c; Good, 4 to 4¾c.

Leaf—Low, 4¾ to 4¾c; Common, 5 to 6c; Medium, 6 to 7¼c; Good, 7½ to 9½c; Fine Wrappers and Selections, 9 to 12½c.

Loose floor sales small, but prices higher.

The crop is being housed rapidly. During week ⅔ to ¾ of it was housed.

Receipts for the week 162 hhds; sales 406 hhds. Stocks on sale getting smaller each week.

CLARKSVILLE, TENN,
M. H. Clark & Bro.

Our receipts this week were 140 hhds, offerings on the breaks, 364 hhds; public and private sales, 396 hhds.

The quality of the offerings showed no improvement. With an active demand the market was strong on all grades. With reducing stocks everywhere, and the moderate to small crop of 1904 which will be held for much higher prices than the low ones obtained for the 1903 crop, the trend of opinion is, that we are not far off from a steady and full advance in values for what remains of last year's crop

Cutting of the field crop has gone on steadily and the bulk of it has been safely housed.

As the worm damage is very small, the supply of lugs will be the smallest for some years past.

In some sections there were light frosts on morning of the 16th inst. but they did no damage.

QUOTATIONS:

Low Lugs	$3.25	to	$3.50
Common Lugs	3.50	to	3.75
Medium Lugs	3.75	to	4.00
Good Lugs	4.25	to	4.50
Low Leaf	4.50	to	5.00
Common Leat	5.25	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	8.00	to	9.50

PATENTS RELATING to TOBACCO, Etc

770,427 Apparatus for feeding, wrapping and packing cigarettes or the like soft goods; Alfred Godfrey, London, England.

770,438 Combined match box, cigar cutter and lighter; Margaret McDermott, Chicago, Illinois.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID and DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

M. D. BOALES,
LEAF TOBACCO BROKER
Hopkinsville, Ky
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO., Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

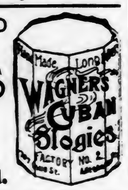
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**



The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples **AKRON, PA.** Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

T. L. ADAIR,

Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader: **WEALTH PRODUCER**

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro

Cable Address "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.

Business Changes, Fires, Etc.

Arkansas

Fort Smith—Wm. Fox, cigar manufacturer, sold out.

California

Fresno—A. J. Ronzone, cigars and tobacco, meeting of creditors.

Connecticut

Meriden—Julius Kuntze, cigars, receives quit claim. Gives mtge., $3,200.

Waterbury—M. H. Waas, cigars, etc., mortgage, $2,700.

Illinois

Chicago—Hans Peterson, wholesale cigars, dead.

Indiana

Albion—B. F. Marks, cigars, sold out

Decatur—O. G. Hall, cigars, etc., chattel mortgage, $100.

Fort Wayne—Bryson & Lichtenwaler, cigars, etc., chattel mortgage, $300.

Iowa

Iowa City—H. J. Wieneke, cigars, sold out.

Ottumwa—Swartz Cigar Co., manufacturers, incorported same style.

Massachusetts

Lowell—A H. Johnson, cigar manufacturer, chattel mortgage, $294.

Michigan

Kalamazoo—S. A. Loveland, cigars, etc., chattel mortgages, $150 and $75, discharged.

Minnesota

Chisholm—A. McGuirk, cigar manufacturer, discontinued.

St. Paul—F. J. Doris, cigars, chattel mortgage, $400.

Missouri

Sedalia—Newton Cigar Co., sold out.

New York

New York City—Robert Raphael, cigars, petition in bankruptcy.——S. Salomon, tobacco broker, petition in bankruptcy.

Ohio

Bellefontaine—H. Cunningham, cigars, canceled chattel mortgage, $800.

Cincinnati—P. G. Burkhardt, leaf tobacco, petition in bankruptcy.

Pennsylvania

Harrisburg—C. A. Straub, cigars and tobacco, judgment $1,200.

Meadville—P. Senger, manufacturer and retail cigars, executions, $900.——M. Kleinberg, cigars, adjudged a bankrupt.

Scranton—Becker Bros., manufacturers and retail cigars, judgment, $1,200.

Wisconsin

Washburn—G. A. Hering, cigar manufacturer, satisfied chattel mortgage, $165.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Scraps & Siftings

FOR SALE.

IONA TOBACCO CO.

336--338 North Charlotte St.

LANCASTER, PA.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

PATENTS

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BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—

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Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited — Advances Made

Settlements Made on Day of Sale

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CIGAR LABELS

238 Arch Street, Philadelphia.

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LITHOGRAPHING — SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers,

RACINE, WIS. U. S. A.

WRITE FOR SAMPLES AND PRICES TO

TRADE F B MARK

FRIES BROS.

Manufacturing Chemists

92 Reade Street, NEW YORK.

The First to Manufacture Sweetener in the United States

GLYCOSINE

550 Times Sweeter than Sugar

Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--

Specially Cleaned and Carefully Graded.

We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.

J. L. METZGER Tobacco Co.

Dealers in LEAF TOBACCO

LANCASTER, PA.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

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CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Factories: 26 and 517 — **L. B. Ryder,** — 9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER — MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 40.

PHILADELPHIA, OCTOBER 5, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

WE CAN SAVE YOU MONEY.

Our Business is Growing Steadily.

SO WILL YOURS,

If You Buy Your

SUMATRA TOBACCO

FROM

H. DUYS & CO.

No. 170 Water Street, New York.

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS — PHILADELPHIA — BOSTON

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NATIONAL BIRD
KING LOUIS
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Clean as the Food You Eat
Vesper CIGAR 5¢
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615 Market St., Philada.
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Reserved for
HARTMAN & KOHN
Manufacturers of the Celebrated
Blue Front & Country Boy
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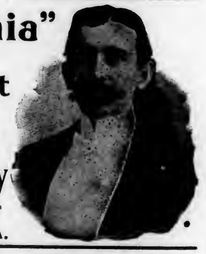
1554 Third Ave., New York.

NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.
Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

REPORTS FROM GROWERS.

New England and Western Farmers are Satisfied, But Others are Not.

Crop reports from the country generally indicate that while in Connecticut and the West the growers are particularly gratified with the yield, Pennsylvania and some of the Southern States are by no means so fortunate, the storms and unseasonable weather having exerted a very deleterious effect. As published in The Tobacco World of last week, there will not be more than a half crop in Pennsylvania, although the farmers until two or three weeks ago had been very hopeful.

In Kentucky the yield is reported to be about 12,000,000 pounds short, which is practically the same shortage as was recorded last year, the comparison being made with 1902 and former years. Considerable damage was done the young plants by frost, the destruction being greater in Marion county, the centre of the white burley belt. The weather during the most critical period consisted of unfortunate extremes, the crop being damaged by drouth in some sections and in some others by frost.

Shelby county was immune and is said to have the best crop in fifteen years. The cured 1904 crop will begin to reach the Kentucky markets this month, which is a little later than usual.

The harvest in Wisconsin is also slow and the tobacco fields cannot be considered out of danger until the end of the first week in October. The rain and cold weather of the middle of September delayed maturing so that by the last week in September not much more than half the crop was under cover. Much of the early acreage in the Western counties of the State was contracted for at an early date, the liveliest buying being in Crawford and Vernon counties. The Vernon leaf is unusually large this year, is more gummy and will yield a heavier cured leaf.

The Florida Sumatra crop is housed and curing has begun, the yield having been more than 1,000 pounds an acre, grown one-half shade.

The Connecticut crop seems to be about the most satisfactory, as it is declared to be nearly perfect. The leaf is perhaps a little too large although everything this year has grown rank. Much of the crop is broad leaf, little of it being Havana.

It is expected that the harvest will be ready for wrappers by February 1, which is a full month earlier than usual. The growers this season expect to harvest a crop worth $4,000,000, the Suffield and Poquonock districts leading with crops estimated repectively at $1,000,000 and $500,000. Growers do not discuss prices very freely although some expect the crop to bring 30c a pound, while others would be satisfied with 20 cents. It was said that a large planter in Poquonock sold for 26 cents in the bundle, and the price will probably range somewhere between the two first named figures. One dealer stated that 37 cents had been paid, but this is not probable. Thirty cents or less this year would mean more than 35 cents last year, when the pole sweat devastated the leaf.

INDEPENDENT GROWERS TO ORGANIZE.

National Convention Will be Held at Lynchburg, Va., in November, to Adopt Means to Secure Better Prices for Farmers.

Organization in the South is growing apace, and if half the present plans materialize the farmers will no longer voice continual complaints of having to raise tobacco at a dead loss. Groups of planters, mostly in Kentucky, have been meeting at some central point and discussing ways and means to better the situation.

The most important step so far is embodied in a call for a convention issued by the American Society of Equity. The affair is to be held in Lynchburg, Va., on November 10 and 11, and the plans are very ambitious, the meeting being expected to bring together and organize an army of independents.

The circular call for assembly is issued and signed by J. A. Everitt, President of the American Society of Equity. It follows:

It has been abundantly demonstrated that farmers can be factors in shaping the prices of their products. Proofs of this statement are found in the wheat market of the past year; in corn, oats, cattle, hogs, cotton, etc., etc., prices of all these have permanently, or for periods, been influenced by the quantity thrown on the market, or withheld from it. Even in your own special crop—tobacco—there have been unmistakable evidences that withholding the supply compels the price.

When this society entered the tobacco district of Kentucky about five months ago and proclaimed its intention of organizing all the tobacco growing sections of the country, your crop was selling at starvation prices, and buyers were telling you that there was an over production and sufficient supply to last from three to five years. You know a revolution has taken place since that time. Prices are now about double what they were then and buyers are scouring the country anxious to buy, and impose a condition that delivery must be made in a short limit of time. This don't look like overproduction, does it?

Tobacco growers, you now have the greatest opportunity of your life, and on you rests the responsibility. What will you do about it?

Another crop has been produced. Growers everywhere are awakened to the importance of doing something to preserve to them the fruits and profits that should come as the reward of their labor. What is needed, is to learn how. To this end, a convention is called to meet at Lynchburg, Va., November 10th and 11th, 1904. At this convention, the whole tobacco situation will be considered and a minimum price will be decided upon for the various varieties and grades.

This convention is not for the American Society of Equity alone, but for every tobacco growers' associaton that has for its chief object, "A profitable price for the crop." Also, for every independent grower who wants a profitable price always.

Kentucky represents the best organized territory, and the Union growers of that state are enthusiastic for this convention. Also, the work of organization is in progress in Tennessee, Virginia, North Carolina, Maryland, Ohio, Pennsylvania, New York, Connecticut and Wisconsin. Every district should be represented to assist in fixing the price, and to learn how to secure it through controlled marketing.

Lynchburg, Va., is centrally located, a railroad center and the most accessible point for the greatest number of interested people. Excursion rates will be secured on all railroads, and from every State that will send a good delegation.

The wise, earnest and would-be successful growers, will embrace this—the first of their life—opportunity to assert their freedom and independence of the buying trusts, which are wholly dependent on the growers of tobacco. If you are indifferent or careless your industry will not be raised to a plane of profit where it can easily be put. Much, in fact we may claim everything, depends on this convention. By unity of action you will be irresistible. It will do farmers good to get togther in conventions, learn of, and cooperate with each other. Decide today that you will attend, or see that a representative of your local union, your society or your neighborhood attends.

NEW RULE ON TOBACCO SALES.

Internal Revenue Commissioner Yerkes has made more strict the rule regulating the reports of sales between leaf tobacco dealers and manufacturers, by issuing an order that sales shall not be reported as made until the tobacco is actually delivered. The exact quantity must be specified in each instance.

BRECKENRIDGE GROWERS MEET.

Farmers from Breckenridge county, Ky., held a mass meeting at Hardinsburg on Saturday and discussed prices and crop conditions. A representative was appointed to attend the convention of growers which will be held in Lynchburg, Va., this month.

TO BUY TOBACCO LANDS IN MEXICO.

A Montana company, which is considered wealthy, is arranging for the purchase of extensive tobacco lands in the States of Vera Cruz, Oaxaca, and Tepic, Mexico. Considerable secrecy is being maintained concerning the deal.

MICHIGAN LEAGUE ELECTS OFFICERS.

The Michigan Blue Label League has elected the following officers: President, D. S. Jones, Detroit: Secretary and Treasurer, W. P. McKinstry, Kalamazoo; Vice President, J. Ingram, Saginaw; Second Vice President, J. A. C. Meuton, Flint; Third Vice President, Charles Carpenter, Grand Rapids; Fourth Vice President, Nicholas Miller, Houghton. The purpose of the organization is to promote the sale of cigars bearing the blue label of the Cigarmakers' Union.

WAGES IN TAMPA.

A Tampa newspaper has compiled the fact that the aggregate wages now paid out by the cigar manufacturers of Tampa average $175,000 weekly, and are increasing every week.

At this rate, when the winter business opens, the pay-roll will soon pass the $200,000 mark. With such an industry to sustain it, the city cannot fail to prosper. There is probably more money in circulation in Tampa than in any other city of equal population in the country.

EXCLUSIVE NEWS OF THE IMPORT STAMP.

Daily Paper Gives Unique Version of Recent Discussion.

The fight between the independents and the Havana Tobacco Co. over the import stamp reached such dimensions that all the daily papers gave space in their columns to the conflict. As usual, reporters who wrote the stories were willing and anxious, but suffered from their ignorance of the actual situation.

It seems to be a deplorable necessity for the daily newspapers to put their feet in it whenever they dabble in trade matters, but there is seldom seen so bad a break as the following which appeared in The Chicago Chronicle, a rather conservative paper, in last Friday's issue. The excerpt is from the introduction of the article:

Washington, Sept. 29.—Secretary of the Treasury Shaw to-day reached a decision in the cigar customs stamp case, which was taken up on account of the complaint of the American Tobacco Co. and other big importers of foreign cigars, who claimed that the recent order abolishing the prominent green stamps injured their business. The decision has not been made public, but it is understood to be in the way of a compromise.

The original order abolishing the big green stamps on the faces of the boxes was made because of representations of manufacturers of domestic cigars to the effect that the importers were using the stamp as a trade mark and that the government was being used to foist the business of these importers to the detriment of home industry. The resulting order substituted a brown stamp, which was to be pasted out of sight on the bottom of the boxes.

It may be that the Chicago Chronicle, in its prismatic history of the green and brown stamps, refers to an entirely different matter, of which The Tobacco World and the trade in general has not yet learned. If so, the publication deserves credit for securing a "beat" on the world. What is probably the truth, though, is merely the fact that the Chronicle's Washington correspondent is color blind.

Mayor Schmitz Takes No Action Yet.

If Mayor Schmitz, of San Francisco, does not take some action at an early date in the matter of the protest made by the Cigarmakers' Union against Police Commissioner Drinkhouse, or if he fails to remove the official, the Union will lay the matter before the Grand Jury, in an effort to prove malfeasance.

The Union claims that Drinkhouse, who is distributor in that city for a non-union brand of cigars, uses his office to force saloon keepers to buy of him.

United Cigar Stores Company Invades Cleveland.

The United Cigar Stores Company is opening several stores in Cleveland, O., and it is said, will in a few days have half a dozen or more places in operation. The company has selected sites for its stores in prominent and expensive neighborhoods, and will contest prices with the regular retail dealers. Cleveland dealers say that if the company starts to cut prices there will be a bitter war.

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1885
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana Y&N
217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

BRIGHTEN YOUR STORE.

THE majority of dealers who are so situated that they count most on their regular trade and not transient, do not make enough changes around their store; they don't do anything to make their customers take notice.

The writer went into a store in a town near Philadelphia a few days ago, and found that it had just changed hands. The new owner said he had been in the business twelve years and had plenty of experience.

"Are you pushing anything special?" asked the writer, looking around at the dead level of rows of boxes, regulation mirror, cigar lighter, four or five chairs, and cuspidors.

"Oh, no," was the answer. "I'm just going to sell 'em what they want. Keep a regular line."

He also kept a regular line of loafers who had evidently accompanied the store in the deal, two or three of whom filed in as the writer was leaving. Let us hope that the new proprietor does well.

But the dealer who expects to make more than a living these days, has got to do something to attract people into his store and into buying what he wants to sell them. Why, an immigrant just off Ellis Island can sell people what they want, and does, when he stands along the street with a collar button stand. Go up, put the money in his hand and take a card of buttons, and he blinks. And that's about all the cigar dealer does who undertakes to sell customers what they ask for.

Have some little advertising novelty in the store all the time, so that your trade will be interested. The average man with money in his pocket likes to try new things when they are made to appeal to his mind.

Plenty of men go through the advertising pages of magazines and send for every little article the advertisement of which excites their curiosity. Whether they want such a thing does not make the slightest difference to them. How much easier to catch such people when they are really in line for tobacco and cigar goods.

Suppose you have some new brand of cigar in. You want to do some window and interior advertising. If you haven't anything better, try a card neatly printed, like this:

WE'VE GOT THE —— NOW.
IT'S THE
AFTER DINNER SMOKE
THAT
SQUARES YOU WITH THE WORLD.

Put this in your window or around the store, and see if it doesn't start a comfortable feeling of satisfaction, especially if you illustrate the card with a sketch of a happy looking man sitting at his ease at the dinner table smoking one of your cigars.

It's an undisputed fact that the sight of any printed matter relating to smoking will cause a smoker to light up. Merely coming across a passage in a novel will start off a good many.

If you prefer something more on the sledge-hammer style of advertising, have this card printed:

YOU'LL NEVER STOP SMOKING,
If You Try Our New
—— 5 Cent Brand.
A Speedy Soother of Sharpest Sorrow.

If you do much in the pipe line, you ought by all means to call special attention to your assortment, for there is nothing so irresistible to the average pipe smoker as an attractive display of handsome pipes. Don't jumble them all up in a heap, but give them some individuality, as every pipe smoker expects his pipe to have. Your advertising wants to be more quiet for pipes. Something like this:

CLOSER THAN A BROTHER:
Every pipe in this lot—if you like each other—is willing to be a comrade and counselor, and go with you through your troubles and your joys.

This will excite a feeling of comfortableness (to coin a word) in the pipe smoker's breast, and he will in nearly every case look the stock over in a favorable frame of mind.

HOW TO IMPROVE A HAVANA.

IN the matter of cigars, there seems to be a hundred and one methods of getting the best smoke in the best way, and here is No. 102, a borrowed suggestion, offered for what it is worth.

The man who presented it lit a Havana, puffed sharply two or three times, blew hard into the cigar and then let the fire die out. He declared that contrary to general opinion, he believed that a cigar which had been lighted and then permitted to go out, made a much better smoke than when treated in the regular fashion.

His plan is to take a few draws at first to get the cigar well heated and then to blow in order to clear all the smoke out and prevent any musty odor. The cigar is then allowed to remain for fifteen minutes or so, and when relighted the flavor is said to be much improved. The suggestion is not accompanied by any explanation, the writer frankly acknowledging his inability to frame one up.

• • •

THE manufacturers of t' e Sweet Violet cigar have issued a souvenir advertising booklet which is mentioned elsewhere. On the back is a catchy scheme consisting of the picture of a child broadly yawning, and under it is the following reading matter:

Look Steadily at the Picture
while you count twenty-five. If you feel like yawning, light a "Sweet Violet" cigar, and you will soon be lost to the world and its cares as you watch its fragrant smoke, incense-like, soar heavenward.
He buys "Sweet Violets" who never smoked before,
And having tasted once, comes straightway back for more.

THIS CARD IS BOUND TO CATCH YOUR EYE.

THE PICTURE printed above is a reproduction from a photograph card gotten out by Victor Thorsch Company, of Allentown, to push a cigar. The dealer who received the card hung it up in the centre of his window, and immediately a small crowd gathered. The "human interest" of the picture series is convincing, and will probably act as a good seller. The original card is about five times the size of this cut, and is quite evidently photographed from life. Each picture is convincingly natural, with the exception, perhaps, of the last, which may be a trifle exaggerated.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor.
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity 20,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

The Old Salesman's Musings.

SUICIDE A GREAT REVENGE.

For some psychological reason the idea of passing out of this vale of tears voluntarily is getting to be an alarmingly popular one. It has been only a short time since the New York papers printed figures showing an increase in suicides during the year, and practically every other large city is chronicling the same thing. We don't have to take the country much into account for the reason that people who live in fresh air and daylight don't seem get morbid.

But it is a startling fact that more and more persons are winding up their material affairs every day, and if you ask me, I believe it's only because our tempers are gradually getting worse. The city people live so fast nowadays, and are at such a constant tension, that their tempers are on the ragged edge all the time.

Consequently, when anybody gets a little sore at the world about something, they say "I'll fix 'em all right, all right" and they proceed to tank up on carbolic acid or strychnine. I don't believe they think of anything much at the time but just how they're spiting somebody. It's the same spirit as a little relative of mine displayed some time ago, after he had inadvertently busted his father's best bonnet and stood to catch a beating. He thought about it while he was waiting for his father to come home to dinner and finally advanced this proposition.

"Mother," he said, planting himself firmly before that lady, "if father whips me I am going to drink poison tonight and die, and then he will always be sorry for ever and ever." He meditated over this appalling declaration for a minute and then added, half to himself, "of course I wouldn't get up in the morning."

Most of the suicides don't get that far in their mental process. They think of the various individuals who will be sorry, but they don't include themselves among the number. One day, last week, a young man, son of a Venezuelan millionaire who was living in New York, went to his hotel and in high indignation because his girl refused to speak to him, blew out his brains. Properly to lead up to his deed, he read a chapter or two in that highly seasoned work "Sappho."

Oh, I'll bet the girl was sorry then that she hadn't spoken to him. I'll wager she was willing to apologize. But you see awkwardly enough, he wasn't around to receive it. If we were only sure there was some way or sort of hanging around afterward to watch the effect.

One young chap I knew succeeded in doing it, but his case was a decided exception. The boy's name is Leonard, and he lives, or did live at the time, in a town I used to make not a thousand miles from Philadelphia. His father had been a boyhood friend of mine and he had made me promise to slap my cases down in his best room every time I got into the town, instead of going to a hotel.

At the time of which I speak, which wasn't such a great while ago, at that, Leonard was about 22 years old, and a good looking, pretty bright boy. The night I got to the place, on my way out, his father and I were sitting together having a good-night smoke. My friend was unusually thoughtful.

At last he said: "I'm worried about the boy."

"You see he's just at the age where he takes things so seriously, and he's all cut up because some girl has turned him down. He's usually level-headed enough, but now he says life's no longer worth living, and he mopes around so that I'm honestly afraid that he may take it into his head to do something foolish."

It seems that this girl, who they said was one of the best lookers in the town, had been jollying Leonard along for a good thing during the past year, until a week ago, when some fellow with a pot of money had come around and whistled the girl right away from under his nose.

The next day I noticed that the boy kept a sullen, moody silence, and at supper, as I remembered afterward, he kept looking at his father and mother with a kind of strained curiosity.

Well, he went up to bed that night, and (as we found out later) wrote one of those lofty forgiving letters—so gently tinged with sadness that we all exclaim when we see them in the papers, "Oh, why couldn't he have lived"—addressed it to the girl in his best hand, shut the window, plugged up the crack under the door, turned out the gas and turned it on again without lighting, and calmly lay him down to sleep. His last thought was a feeling of tender pity for the prospective sufferings of the girl when she learned.

This was a pretty late hour, Leonard having waited until every one else was abed and out of the way. The rest of the family got up at the usual time and assembled at the breakfast table.

"Where's Leonard?" asked his father, fifteen minutes after the usual time for his appearance.

No one knew why he wasn't down and after fidgeting about in his chair for a while the man abruptly started up stairs, anxiety in every line of his face.

He banged open the door of his son's room and saw the form, still and pale, on the bed. There was a smell of gas in the room. He rushed across the floor and grabbing the boy by the shoulders, shook him violently.

"Leonard! Leonard!" he yelled.

Slowly there was a twitching and a gasping, and Leonard opened his eyes. He stared at his father in a dull, glassy way for a moment, and then—oh, unromantic climax—was suddenly taken sick at his stomach.

The gas company in this town had recently installed slot machine metres, which started off by being very popular. The family had had one just long enough to forget to keep it fed up with quarters. On the night before there had been only enough gas left on the last installment to stupefy the would-be suicide, and of course, he remained unconscious the rest of the night.

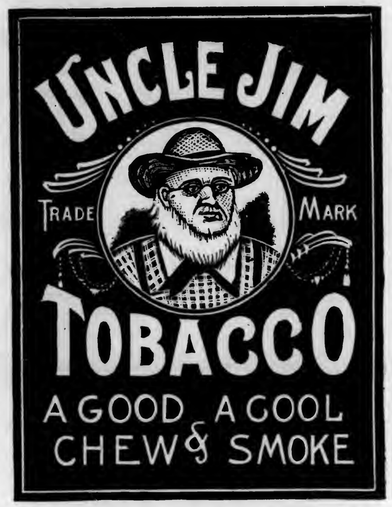
Leonard and his father had quite a talk later in the day, and the boy thought it over, and figured it out, and finally came to the conclusion that there were plenty of fish in the sea yet.

THE OLD SALESMAN.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,
Manufacturer of
Fine
Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
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Importers, Packers and Dealers in
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J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
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DOTTS & KEELY,
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HIPPLE BROS.
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LEAF TOBACCOS
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Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET.
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IMPORTER OF
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Dealer in all kinds of Seed Leaf
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M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
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Established 1840. Cable "Nargil."
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Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
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Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FAIR BUSINESS FOR THE WEEK IN HAVANA.

Many Buyers Have Arrived, But Have Not Yet Made Heavy Engagements—Warehouse and Factory Notes.

[Special Correspondence of The Tobacco World.]

HAVANA, September 26, 1904.

Business has continued at its even tenor and there is very little change to note during the past week, as the total number of bales sold show only a trifling diminution. Notwithstanding this, a good many dealers here complain that the activity is not such as they had expected at this season of the year. While quite a number of new buyers have made their appearance it seems, however, that they are abstaining from making heavy engagements, which may be partly explained that as far as Vuelta Abajo is concerned, the tobacco is still too backward to be available for use in the factories. As it may be of interest to look ahead a little and compare the receipts so far from the country with those of the previous year, the following figures are submitted: Receipts from the country from Jan. 1 to Sept 24, 1904, 299,383 bales; during the same time in 1903, 256,807 bales; showing a difference of 42,576 bales

The total receipts in 1903 amounted to 340,251 bales, and figuring 50 per cent additional upon the number of bales received last year, or, say 125,166 bales, it would make the total crop amount to 424.549 bales.

While statistics are sometimes misleading and cannot be relied upon to base any safe calculation, they nevertheless are helpful as a factor to appreciate the existing conditions, and therefore possess some value to the modern merchant.

As far as the position of Remedios is concerned there is no doubt that the crop is shorter this year than last, but so far it has been proven by the receipts which have come to hand that the crop furnishes a large proportion of light leaf which must seek an outlet by export to Europe, and as the market on the other side is not very anxious to acquire these styles except at moderate figures, the packers will have to part with such goods at low prices. As a natural consequence the cost of the first and second capaduras will be largely increased, particularly as the yield of these classes has been very unsatisfactory, barely yielding 30 per cent of first capaduras, and it is more than likely that even if the packers should get $50 per quintal they may be barely able to recover the money invested.

The cause of this unsatisfactory situation has been one large house which very early in the season paid prices ranging from $15 to $16 per quintal for bundled tobacco, and even went so far as to receive it from the farmers while the stems were still green. There is not the slightes doubt that if this house had not tried to monopolize the trade in this class of tobacco it would have been able to obtain its normal supply at $7 to $8 per quintal, with which price the farmers would have been perfectly satisfied. It is a fact that cannot be denied here, that not one house, nor even a syndicate or corporation, could monopolize the trade in leaf tobacco, but on the other hand all attempts of such a nature invariably lead to unwarranted high figures, which will neither benefit the operating concern or drives those houses out of the field which have been accustomed to deal in a certain class of tobacco for a number of years, and who, through their acquaintance with the farmers, are always bound to obtain a large share of tobacco, although they may be forced to pay high prices which will leave them no margin of profit.

This has been the experience for a number of years, and it don't seem as if times had changed during the present crop year.

The demand for Vuelta Abajo colas has continued quite strong, although the trust claims to have stopped buying some grades. The market closes firm for all sorts.

Sales

amounted to 6,130 bales in all, which consisted of 4,072 bales of Vuelta Abajo, 1,525 of Partido and 533 of Remedios. The destination is given as follows: 2,372 bales for the United States; 1,233 for Europe, and 2,525 for local consumption.

Buyers Come and Go.

Arrival: H. S. Taussig, of Taussig & Co, Chicago and New York; Mort Regensburg, of E. Regensburg & Sons, New York; Laureano Sanchez, of L. Sanchez & Co., New York and Tampa; Facundo Arguelles, of Arguelles, Lopez & Bro., New York and Tampa; Celistino Muina, of C. Muina, New York; Jose Rocha, of J. Menendez & Co., Brooklyn; Nathan Elson and A. J. Kennedy, of Grommes & Kennedy Co., Chicago.

Departures: Ike Bernheim, Chas Cameron, J. W. Merriam, J. Weinbaum, all for New York; J. Wardlow, for Key West.

Havana Cigar Manufacturers.

The cables received here that the Secretary of the Treasury at Washington has heard the protests about the change in the import stamp on the cigar boxes, and is now studying this matter thoroughly in order to give his decision whether the old import stamp should be continued, has

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory.
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493," **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

LUIS MARX HABANA

Consulado 91, HAVANA.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

caused a feeling of satisfaction in manufacturing circles here, as it is confidently expected that the United States Government will not give any support to dishonest dealers, who would like to palm off domestic cigars under the guise of imported ones.

Business is in the main satisfactory with the independent manufacturers, while it is stated that several of the trust factories have discharged a number of their cigarmakers for want of sufficient orders. The latter, however, have quickly found work with the large independent manufacturers, as they were in need of more help. The exports per steamer Morro Castle amounted, however, to only 3,549,406 cigars.

H. Upmann & Co. are turning out from 45,000 to 50,000 daily, so their factory is O. K. They shipped 800,000 cigars last week of their own and other brands.

Cifuentes, Fernandez & Co. are as busy as they expected to be, as Flor de Partagas y Cia are being made at the rate of of 35,000 to 40,000 per day, and principally fine sizes, too.

Rabell, Costa, Vales y Cia report no change in their accustomed activity, and they are perfectly satisfied with the way orders are reaching them for Ramon Allones and La Cruz Roja cigars.

Behrens & Co. are working with full force, seating new cigarmakers all the time in their Sol factory, and they have no lack of orders from the United States and Europe.

J. F. Rocha & Co. have moved at last into their factory in San Antonio de los Banos, and expect soon to be able to say that they are turning out 50,000 cigars a day, and more when the season shall be at its height.

Enrique Dorado & Co. do not complain either, as their El Rico Habano cigars are exported at a lively rate to the United States, Canada, and Europe.

Buying, Selling and Other Notes of Interest.

Max Stern has just returned from a very extensive trip all over the Vuelta Arriba district, and while he himself is averse to giving any notes of his purchases, it may be safely said that the house of Lewis Sylvester & Son has secured close on to 3,000 bales.

The sellers of most importance were: Bruno Diaz & Co., 610 bales; Gonzalez, Benitez & Co., 600; Sobrinos de Antero Gonzalez, 500; Jorge & P. Castaneda, 400; Rodriguez, Bautista & Co, 350; Sobrinos de Venancio Diaz, 333; G Salomon y Hermanos, 300; Avelino Pazos y Cia, 300; Antonio Suarez, 250; Suarez Hermanos, 250; Jesus Pando, 262; Rufino Cano, 150; Jose F. Rocha, 150; Jose Menendez, 125; Grau, Planas y Cia, 100; A. M. Calzada y Cia, 100; Miguel Perez, 100.

Alfred Ettlinger, with his son Victor, has gone to Vuelta Abajo in the interest of his firm of Emanuel Hoffman & Sons.

Laureano Sanchez secured 500 bales of the finest Vuelta Abajo which is produced.

Suarez Hermanos are now holding an excellent stock of Vuelta Abajo factory vegas, tierra llana, as well as heavier quality goods fit for mixing purposes in the North.

Don Manuel Sanchez, known by the name of "Praviano," is buying largely for Jose Menendez in the Vuelta Abajo, as well as making an escojida in Consolacion del Sur.

Aixala & Co. have bought large quantities of Remates, and are now holding the best selection of such styles from this section of the Vuelta Abajo.

Avelino Pazos y Cia, were buyers of 500 bales of Vuelta Abajo tierra llana direct from the farmers in the country.

Charles Blasco, in conjunction with Carlos M. Wintzer, (Sr. & Jr.), have been extremely busy during the last two months, as they purchased considerably over 4,000 bales for their various customers.

Leslie Pantin has also been, as usual, a large operator in securing choice goods for his customers, although he is averse to disclosing the exact number of bales.

Mendelsohn, Bornemann & Co. also belong to the active commission merchants here; they always have one or more customers on hand with whom they are operating in our market, in addition to the confidential orders which are sent to them by mail or cable. They will ship 92 bales on the 27th inst., per steamer Excelsior, via New Orleans, for Grommes & Kennedy Co., of Chicago.

Receipts From the Country

	Week Ending Sept. 24. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,358	185,704
Semi Vuelta	965	13,752
Partido	1,797	49,864
Matanzas	16	201
S. Clara & Remedios	3,272	49,274
Santiago de Cuba	—	588
Total	12,408	299,383

Lancaster Tobacco Notes.

Lancaster, Pa., Oct. 4, 1904.

As will be seen by the special correspondence of several of our most prominent leaf packers which was published in last week's issue of The Tobacco World, and which shows conclusively that it is from the most reliable resources, the 1904 crop has suffered most severely between the numerous hail storms and the early appearance of frost. This certainly will not relieve the leaf market conditions, but on the contrary there is every possibility of there being a still greater shortage in the supply of raw material augmented by similar conditions in the State of Connecticut.

The past week has been somewhat dull as compared with the rather exceptionally active period during several weeks previous. However, the cigar industries in this section are reviving steadily, and nearly all factories are now working with their usual forces.

C. Ruppin, at Akron, recently booked several good sized orders for several of his leading brands of union made goods, and is now increasing his force of cigarmakers.

The Garman Cigar Co., at Denver, are now comfortably located in their new factory building.

Geo. E. Wisner, a well known box manufacturer of this city, was recently stricken with paralysis and completely disabled, although he is now improving steadily.

John Slater & Co., well known stogie manufacturers, had a very satisfactory month's business during September. Their goods are now being sold in nearly every State in the Union.

John A. Kauffman, of John A. Kauffman & Co., wholesale cigar manufacturers on West Chestnut street, has returned to this city after a visit to his old home at New Hope, Pa., to attend the funeral of his father.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 07 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deventer.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Ed. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Oct. 3, 1904.

There has been considerable talk during the week of the situation between Park & Tilford and the American Tobacco Co., which has been given a highly exaggerated value among the consumers by the daily papers which are getting quite used to breaking into trade matters. According to the lay reporters a tremendous war is at hand which will result in a wholesale slashing of imported cigars.

Alas for the consumer, this is very unlikely to happen. Park & Tilford, G. S. Nicholas, and S. Pierce & Co., of Boston, have taken a firm stand against the American Tobacco Co. in regard to handling their goods and are obliged to depend upon the independent Cuban manufacturers for their cigars. It is also true enough that the American Tobacco Co. should be able to make it unpleasant for the independent firms. These, however, state that they have their own clientele who are willing and even eager to smoke non-trust cigars, and it will simply be a sharp brush to determine which has the best pull in the imported cigar trade.

Park & Tilford are still mute as to the details of their disagreement with the American Tobacco Co., but they have been dissatisfied with commissions for months. When the trust went so far as to insist that independent goods should be excluded a crisis was precipitated.

• • •

The stockholders of the three big companies held their meetings in Jersey City, on Friday, and although votes were taken by two of the companies on the proposition to combine, adjournment without action was taken until October 17, pending a hearing on October 11, resultant upon an order granted by Vice Chancellor Pitney, and filed at Trenton, restraining the merger.

It had been expected that the meeting would be a purely formal one, but opposition to the American Tobacco Co.'s plan to merge the Continental Tobacco Co. developed and culminated in the serving of an injunction on Charles M. Scrotz, secretary of the American Tobacco Co. Nevertheless a vote was taken on Friday by the American and the Continental Tobacco Companies although the result cannot be certified to the Secretary of State until after the restraining order is dissolved. The American Tobacco Co. voted 1,157,214 shares in favor of the merger, and 1,720 against; the Continental stockholders cast 869,546 votes in favor. No vote was taken in the Consolidated meeting.

The opposition to the combine is within the ranks of the companies, the application for the injunction having been made by Julius B. Ikelheimer, of New York, Henry Kessel, of Auburn, and John M. Rankin, of Jersey City, they claiming that the plan of the merger to exchange half of the Consolidated Company's 4 per cent bonds into 6 per cent cumulative preferred stock would injure their holdings. Mr. Ikelheimer made affidavit that the interests in control of the Consolidated Co. dominated the other companies, and stated in substance that the proposed merger is practically an effort to save the Consolidated from imminent financial disaster at the expense of the other two companies in the deal.

W. W. Fuller, counsel for the merger, was present on Friday with a controlling number of proxies, so there is no doubt how the Consolidated Tobacco Co. will vote, on October 17, if the order has been dissolved.

• • •

While speaking of the American Tobacco Co. there properly occurs a mention of the Hilson Co.'s latest flop which is causing considerable speculation among the trade. The Hilson concern manufactures the Hoffman House and other well known brands, and for nearly two years has been controlled by the American Co. On Wednesday morning last, after two weeks of negotiation, the company separated itself from the American Tobacco Co. by buying all the stocks that were held by that corporation. Under the new regime the company will manufacture all its brands on an independent basis.

As a result of the deal, no explanation of which is as yet forthcoming, Percival S. Hill, Charles N. Scrotz and J. T. Wilcox, who, in its directorate, represented the American Tobacco Co., have resigned, and the new board will consist of Edward Hilson, Leo W. Mayer, of the old board, and Leo W. Wolf, A. H. Kaufman and A. Katski. Other officers will be elected in a few days. Location of the factory and offices remains undisturbed.

The Hilson Company is a very prominent manufacturing concern, indeed, and when the American Tobacco Co. succeeded in absorbing it in February of last year the shock vibrations were felt in the independent trade all over the country. At the same time Edward Hilson is said to have retained control of a majority of the stock and the firm name, although connection with the trust was never denied. The firm is now entirely independent, however, and a good many people are guessing. There is practically no doubt that Mr. Hilson will be the new president.

• • •

The trade received a decided shock on Tuesday last by news of the sudden death of Anthony Schulte, who many considered the most prominent retailer in the city. Mr. Schulte's death occurred at the Hotel Belleclaire, upper Broadway, where he was living preparatory to a winter in Arizona. He was only 46 years old.

The dead man was born in Detroit and got his business training with Seidenberg & Co., at Key West, formerly a very prominent firm. In New York he prospered from the start and was considered a thoroughly successful man. For years he conducted stores at No. 20 Wall street and in the buildings occupied by the Times, the World and the Postal Telegraph Co., at Broadway and Murray street. Within two years he opened stores in the Rossmore Hotel and at Broadway and Thirty-fifth street.

The funeral services were held on Thursday at the Church of the Divine Paternity, Seventy-sixth street and Central Park West. The Retail Cigar and Tobacco Dealers' Association of this city passed resolutions of deep regret on the death of Mr. Schulte, and many members spoke of the great loss which his sudden taking away will be to the trade.

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Deputy Sheriff Porges has received an execution for $3,381 against Moses J. and Nathan J. Lederman, composing the firm of Joseph Lederman & Sons, wholesale tobacco dealers at 140 Maiden Lane, in favor of Emil Auerbach on a note dated March 3, due Aug. 3, given for merchandise sold them by the firm of Simon Auerbach & Co. They have been in business since 1887; their father, Joseph Lederman, died in February, 1888, and Chas. J. Lederman, one of the partners, retired from the firm about a year ago. Their statement of Jan. 1, 1903, showed assets $102,361 and liabilities $22,500. During the past month it is said they have been closing up the business.

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A petition in bankruptcy has been filed against Landfield Bros. & Co., manufacturers of cigars, at 178 Greenwich street, with factories at Tampa, Fla., and Havana, by the following creditors: Julius Marqusee, $544; Rose Wilson, $43, and Louis Grossfield, $6. It was alleged that on Sept. 29, while insolvent, it admitted in writing its inability to pay its debts and willingness to be adjudged bankrupt. Joseph M. Landfield is president and Harry Landfield secretary and treasurer. The business was started in April, 1899, as a New Jersey corporation with a capital stock of $25,000 and was changed to a New York corporation in February, 1901. In March last the factory was removed from this city to Tampa and it is said that a month ago suit was begun against the corporation there by a bank of that city for $5,000. It is said that the corporation has been damaged by fire four times, by the Tarrant explosion in October, 1900 next on Jan 15, 1901, when the insurance was $12,000, then on March 20, 1902, when the damage was settled for $3,000, and on March 7, 1903, with a loss of $15,000, which was settled for $8,000 cash and the damaged goods. Judge Holt has appointed Robert H. Hutchins receiver of the assets on the application of Edward M. Norris, who stated that he had been informed by Joseph M. Landfield, the president, that the liabilities are $12,000 and assets nominally $4,000, which at forced sale might realize $2,000.

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John Catlin, who during the past ten years has represented Chas. Gross & Co., of Philadelphia, manufacturers of the Matinee cheroots, and Three Black Crows, has built up an extensive sale on those goods in this city.

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The Star Cigarette Co.'s business on the Swell Front 15c packages, of 10 little cigars, and Emir a 5c package of ten all tobacco cigarettes is growing rapidly, both in this city, Philadelphia and elsewhere. Both of these packages are not only very attractive in appearance, but seem to be giving uniform satisfaction as regards quality.

• • •

The Edwin Cigar Co. is energetically pushing their latest production in little cigars under the brand of Get Acquainted, which in the style of the package is a decided novelty. The goods are said to have proved a good attraction among consumers, both in New York and Philadelphia, which are regarded as being the most critical markets for this class of goods.

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Robert E. Lane, President of the Cigar Dealers' Association of America, has sailed for Cuba and will probably be absent from two weeks to a month.

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The National Cuba Co. has closed a deal with Behrens & Co., and now represent that firm whose goods are the product of the well known Sol factory. The National Cuba Co. is sole agent in the United States.

• • •

With the return of many all summer people, the retail trade has picked up noticeably during the week and many of the dealers say they are doing as much business as in the early spring. BUCK.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

PRESIDENT TRIES TO PLEASE EVERYBODY.

Will Allow Inconspicuous Import Stamp, But it Must Remain Original Color. Independents Consider that They Win.

Evidently convinced that in this case delay was dangerous, the Treasury Department, advised and instructed by President Roosevelt, has arrived at a decision in the matter of the import stamp.

Assistant Secretary Armstrong's design will go into effect and will be pasted on the bottom of the box, but it will be printed in ink of the same color as heretofore, instead of being the same hue as the internal revenue stamp, as called for by Mr. Armstrong's specifications. The new stamp will be smaller and when attached, will not be seen from the top of the box, but its appearance will be quite distinguishable from the other stamp.

In his statement accompanying the decision the Secretary said:

"The testimony establishes the fact that the present stamp is used as a trade mark by the cigar importers; that this trade mark is valuable to them and confers an advantage upon them as against the manufacturers of cigars in the United States, and that cigars are, in effect, the only commodity imported into the United States that receives the benefit of such a trade mark.

"In view of the fact that this Government stamp, in its present form, undoubtedly gives a pecuniary advantage to those using it, it seems that the order already issued by the department is, in its essence, proper. The Government's business is to collect the revenue, and to provide as far as possible against fraud; but it is not the Government's business to furnish a guaranty in the form of a trade mark for the benefit of the goods. This should be left in the tobacco business exactly as it is in all other business.

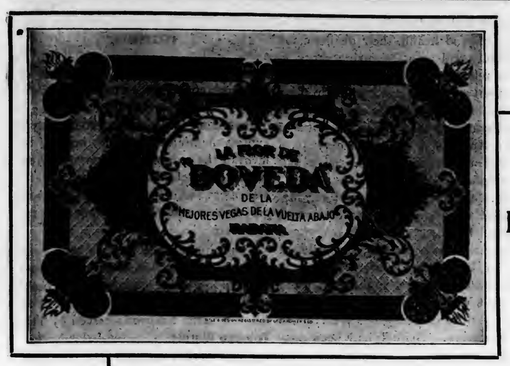
"The result of the decision will protect the domestic manufacturer from a customs stamp available as an advertisement, and it protects the importer also by giving him a stamp of a distinctive color, which can be seen by the purchaser if he cares to make examination."

It is considered that this decision will be practically satisfactory to both parties, at least so far as preventing any further action, and Secretary Shaw has given orders that the new plates be at once prepared and that the new stamps be placed on imported boxes as soon as they are issued.

The matter was gone over exhaustively by President Roosevelt, before a decision was arrived at. The President went through all the papers in the case and heard Assistant Secretary Armstrong state his position in the matter. Secretary Shaw also returned on Friday and took a hand in the matter with the result of the above decision.

It is highly improbable that either side will attempt to secure any new legislation and while neither will be fully satisfied, there is hardly room for a decided kick. Of course President Roosevelt's formal endorsement of the action of the Treasury Department can be taken for granted.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana
Cigars
Correspondence Invited.
York, Pa.

Boveda, All Havana.
Lord Playfair, Seed and Havana.
Nat Wills, Five Cent Leaders.
Montello,
Samples to Responsible Houses.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.
OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, OCT. 5, 1904

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

MR. ROOSEVELT'S SMILE IS IMPARTIAL.

With the fond hope that both the Havana Tobacco Co. and the independents will be pacified sufficiently to run away and play and not bother him any more, President Roosevelt has dictated a decision in the import stamp matter which grants neither all, but each something.

The decision which comes from Secretary Shaw, but is of course indicated by Mr. Roosevelt, allows the domestic manufacturers the modest stamp they craved, but as a sop to the trust, decrees that it shall remain of a pinkish red. Though this may seem to some a namby-pamby policy of carrying water on both shoulders, it must be remembered that it takes a mighty cock-sure administration deliberately to antagonize large interests one month before a Presidential election. Neither side could be considered so much in the wrong that their question was not susceptible of argument and it is possible that the Treasury Department might have reached practically the same decision had the matter been broached after election instead of before.

Under the circumstances the final fiat would seem like ample justification for Assistant Secretary Armstrong and a significant victory for the independent interests of the country.

Of course, just as Mr Parker said about his imported cigars, when you have your ideas set on one particular thing, and firmly expect to get it you ought to have it and can hardly be expected to be satisfied with anything less. But speaking impartially, it would appear that the least share of grumbling should come from the domestic people.

THE AMERICAN TOBACCO CO. HAS A SENSE OF HUMOR.

The independent interests of the country are waking up and the gauntlet is being flung down before the American Tobacco Company every other day. Just as the company is finding itself put to a lot of trouble and annoyance in preserving its interests in the matter of imported manufactured goods, there comes news from domestic growing districts of a mighty movement for organization against the trust, participated in by thousands of growers who are so unreasonable as to expect their farms to yield them a living.

Not only was the company put to the disgusting bother of going to Washington to defend its comfortably satisfying import stamp against the machinations of all the independent manufacturers, jobbers, leaf men and retailers who descended en masse on the Treasury Department, but now it must consider seriously this tiresome struggle against its dominion in the south.

Truly it is beset on all sides, but we are glad to notice that amid all these tribulations the company preserves intact its sense of humor. All is not lost, so long as we can joke.

In an interview with "high officials of the American Tobacco Co.," published in the columns of a southern trade paper, the "high officials," after discussing crops generally, are reported as delivering themselves of this complacently humorous peroration:

"You have here," said they, "a section that is naturally greatly blessed, where the farmer can raise cotton and tobacco as well as something to eat. As long as they farm sensibly and do not over-produce either one or the other, there is no reason why the trade should not pay them fair prices for their produce, but if they should over crop, they could not expect the trade to take their stuff at a loss."

We have to suggest only that this might have been more broadly funny if they had put it this way:

"You have here a section that is naturally blessed, where the farmer can raise something to eat as well as cotton and tobacco."

WITHIN a month two well known and indeed beloved personages in the tobacco trade have passed out of this life. Though both had not been in the enjoyment of good health, their deaths came suddenly and as a distressing shock to their relatives and friends. Richard T. Gumpert was 62 years old, which in these days of hale and hearty octogenarians, designates him as dying in the prime of life. Anthony Schulte was only 46, a young man in appearance, action and ambition.

Mr. Gumpert was a manufacturer, Mr. Schulte a proprietor of several retail stores. Both early in their lives built up reputations for not only unquestioned probity, but a keen sense of justice in business dealings. Mr. Gumpert when he died, was abroad in quest of health. Mr. Schulte was about to go West on the same mission. Neither had been considered seriously ill.

The mourning for both men is sincere and extends not only as far as they are personally known but among those who have heard of them and must admire their unblemished career. Mr. Schulte was particularly well known in New York, where he was accepted as an apostle of fair dealing and where the locality of his stores, combined with his manly personality, won him the friendship of hundreds of newspaper men.

DON'T WANT NEW STAMP.

Havana Manufacturers Ask Cuban Government to Interfere.

Havana, Oct. 3, 1904.

Secretary Shaw's decision in regard to the new import stamp is regarded with great disfavor here and the members of the Cigar Manufacturers' Association have urged the government to appeal to the United States against what they consider its injustice against them.

The manufacturers here consider the decision a complete victory for the United States manufacturers, and declare that the new stamp will assist all the dishonesty practiced against the American consumer.

If no effective appeal is made to the United States, the manufacturers are considering the marking of cigar boxes with a prominent label bearing the sentence, "Made in Havana."

PROMINENT DEALERS APPROVE EXPOSITION.

Hearty Endorsement of Exhibition of Manufactured Goods to be Held in December.

Prominent Philadelphia retail dealers express themselves as being heartily in favor of the exhibition of manufactured goods to be held in Horticultural Hall in December, and believe that the affair will greatly help trade both in this city and elsewhere.

The exhibition was to have been held during this month, but for various reasons detailed in another column, it was postponed until later in the year. The following letter has been received by The Tobacco World:

Editor Tobacco World:

Dear Sir: We take this means of expressing through the columns of your paper, our interest in and our endorsement of the exhibition of manufactured goods relating to the tobacco trade, which is to be held in Philadelphia in December.

We believe that such an enterprise cannot fail to attract dealers and consumers generally and will undoubtedly act as a decided stimulus to trade. We wish to record ourselves as being heartily in favor of the proposed exhibition.

M. J. Dalton Co.
Godfrey S. Mahn
Yahn & McDonnell
J. M. Anathan
Joseph Way
Mitchell, Fletcher & Co., Inc.
Jno. F. Adamson, Mgr., (Huey & Christ)
Isaac Lowengrund
Coates Coleman

CLEVER ADVERTISING BOOKLET

J. Edward Cowles, cigar manager for Austin, Nichols & Co., of New York, has issued a useful little handbook, to advertise his Sweet Violet, five cent cigar, which contains a complete assortment of facts and figures regarding former elections, state and national, with considerable statistical matter bearing on the coming election. The cover is the only part of the book containing advertising matter and the affair is not only neat and attractive but valuable.

ANTI-TRUST EXPOSITION POSTPONED.

The Retail Cigar and Tobacco Dealers' Association, of Philadelphia, has decided, for reasons which they consider vital, to postpone, until December 12, the Anti-Trust Tobacco Exhibit, which was to have been held in Horticultural Hall during the week of October 17.

The exhibition, which is to consist of manufactured goods put on the market by independent concerns, of course, depends for its success on the nature of the individual exhibits. The more elaborate and complete these could be, the greater would be the effect of the show.

While a good sized list of prominent firms had engaged space of the association and promised to exhibit, it became evident that many manufacturers found this time an inconvenient one for them and considered that they conld not possibly do justice to a display.

Promises of support were also received from manufacturers who are conducting exhibits at the St. Louis Fair, if the association could defer its affair until a time when they would be able to ship the same exhibits East. Aside from this it was presented to the association that more general interest would be manifested after the election.

The committee in charge of the exposition declined to make any change in its date unless the idea coincided with the views of those who had already consented to exhibit. Many of these, however, were well pleased with the postponement and practically all of them have gone along with the arrangement.

Now that the committee has two more months at its disposal in which to get things into shape, the original plans for the affair will be considerably broadened and the exhibit will in every way be larger than was originally intended.

JOY OVER IMPORT STAMP NOT UNADULTERATED.

Domestic Trade Fears Cubans May Take Action to Neutralize Effect of New Marking on Imported Boxes.

The general attitude of the independent tobacco and cigar interests in reference to Secretary Shaw's decision in the import stamp matter seems to be a satisfied one, which is somewhat dampened by fear that the American Tobacco Co. will secure an export stamp.

The final decision of the Treasury Department is considered as complete a victory as could have been hoped for under the circumstances, the concensus of opinion being that the stamp might be any color so long as it is on the bottom of the box.

In view of the fact that several Havana manufacturers are considering some action to obviate the taking away of the stamp, accompanying the report that the American Tobacco Co. will engineer an export stamp through the Cuban Congress, the domestic trade fears that any advantage accruing from the new stamp will be temporary.

In regard to the decision, Morris S. Wise, of New York, who appeared before Secretary Taylor as counsel for the independents, said to The Tobacco World:

"I do not think from my personal experience with that gentleman, that Acting Secretary Taylor is entitled to receive very much credit from the cigar manufacturing industry of this country for the decision; he evidently, and I reach the conclusion from his action at the hearing, was somewhat prejudiced against the view taken of the situation by the independent manufacturers, and disposed to belittle their claims for relief. I think that the greater amount of credit is due to Assistant Secretary Armstrong, who was able to grasp a correct view of the situation in the very first instance, and who seems to possess the requisite amount of nerve and back bone to do the right thing at the right time and in the right way.

"I think that Secretary Shaw who returned at the eleventh hour to take a hand in the matter, is also entitled to due credit; but to my mind, the one person who is entitled to the larger amount of commendation for the result achieved, is President Roosevelt.

"As the matter was made to assume a political complexion through no fault of the cigar manufacturers, President Roosevelt was in the position of being

"'Damned if he does,
And damned if he don't;
Damned if he will,
And damned if he won't.'

"The process of condemnation has already commenced in a two column editorial of the New York Times of Saturday; but the President, regardless of consequences, saw to it that a proper and speedy decision was reached in the matter, and he is entitled to commendation accordingly.

"The independent cigar manufacturers were simply contending for a principle; and that was, that their own government should not advertise a foreign made product in an official sort of way, in the conspicuous manner that the imported cigar was being advertised by the Import Stamp, when no other article of imported foreign-made merchandise is similarly honored and distinguished; that this contention was just is seen by the decision rendered in the matter.

"No one for a moment claims that foreign made articles should not be properly branded with the name of the country of origin so as to protect the purchasing public, but as was shown on the hearing, that was primarily done for the purpose of protecting our own citizens against having inferior goods made abroad imposed upon them as high grade domestic made articles, the same as the Merchandise Marks Act in England compelled the branding of foreign made goods imported into England, with the name of the country of origin, after inferior cutlery made in Germany was branded 'Sheffield' and sold on the English market, and in the City of Sheffield itself, as the genuine Sheffield-made goods.

"Finally, to my mind, the conclusion is irresistible that whenever the trade is united for a common purpose and a common end, which are founded upon justice and righteousness, an intelligent campaign, such as the one now ended, will always secure victory; and the tobacco industry of the country is to be especially congratulated upon possessing such a public-spirited captain as is Simon Batt, and such young, stalwart leaders of brain and activity, as are A. Bijur and Ysidro Pendas."

A. Bijur has left for Cuba, which trip he had deferred to appear in Washington, and could not be seen. Mr. Pendas expressed himself as quite satisfied with the modification which has been made in the stamp, and considered that Secretary Armstrong was sustained by the decision.

Simon Batt, President of the Havana Cigar Manufacturers' Association of America, was very much gratified by Secretary Shaw's action. He said:

"I beg to say, in behalf of the Havana Cigar Manufacturers' Association of America, that its officers and members are gratified at the decision handed down, and more so, at the reasons for the change as given by Secretary Shaw, which admit that we have been discriminated against for thirty-six years by the use of the former stamp.

"Having effected the one change, and having the admission of the Treasury Department that cigars are the only article of commerce which receives a special stamp of importation from our government, our association entertains the hope that we may be able to have the stamp entirely abolished through an act of Congress at some later date.

"We shall keep up the good work so nobly begun."

Louis F. Fromer, of Louis F. Fromer & Co., said: "Under prevailing circumstances, I think that the decision of the Treasury Department is the best we could expect, although the order of Secretary Armstrong would have suited me better."

John R. Young, of Philadelphia, declared the victory to be as decided a one as possibly could have been hoped for under the circumstances, and was certain to be of great benefit to the domestic trade, temporary at least, even if any counter action is taken in Cuba. Mr. Young was afraid this will be done, however, if the American Tobacco Co. can possibly manage it.

F. Eckerson, Treasurer of the National Cigar Leaf Tobacco Association, thought the decision was a decided victory on the face of it as against the Havana Tobacco Co., and other leaf dealers expressed themselves similarly.

Geo. E. Spots, President of the Theobald & Oppenheimer Co., expressed himself as quite satisfied with the decision, and said that the only drawback would be the issuing of an export stamp of a like nature.

Charles F. Cores, of the Vicente Portuondo Co., said: "It will be a good thing for the trade undoubtedly, and I consider it a complete victory for the independents. If the Havana manufacturers issue an export stamp or mark their boxes prominently in order to make up for the inconspicuous import stamp, our Congress should pass a law prohibiting the entrance of goods so marked. I do not think such a law would be unconstitutional. It is on the same principle as when a man puts a rug in front of his door and prints on it 'wipe your feet.'"

Le Roy Valentine, of A. S. Valentine & Son, also expressed much satisfaction at the outcome of the fight over the stamp, but predicted that the American Tobacco Co. would manage some action in Cuba to snatch away the benefit of the stamp.

"We can only hope," he said, "that by that time the domestic cigars will have made such progress that we won't have to care about the stamp."

NEW TOBACCO COMPANY IN SOUTH AFRICA.

A company, styled the "United Tobacco Companies, Limited," has been formed, for the purpose of taking over the goodwill and business of Holt & Holt, Limited, of Port Elizabeth and elsewhere, the Acme Cigarette Company, of Johannesburg, and the British South Africa Tobacco Company (South Africa), Limited. The business of the latter company comprises the trade marks and full trading rights in South Africa of the American Tobacco Company, W. D. and H. O. Wills, Limited, Lambert & Butler, Limited, John Player & Sons, Limited, Ogden's, Limited, Richmond Cavendish Company, Limited, Continental Tobacco Company, F. & J. Bell, and also the agency for the Habana Tobacco Company. The capital of the Company is about $4,000,000, divided into 500,000 ordinary shares and 300,000 preference shares. No shares will be offered to the public, the whole issue having been fully subscribed by the various companies and firms interested.

SPELLBINDERS MAY PROFIT.

ONE of our exchanges declares that the American Tobacco Co. will contribute largely to the Democratic campaign fund in revenge for Mr. Roosevelt's import stamp action. "It's an ill wind that blows nobody good."

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY
LA-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

Philadelphia Tobacco Trade.

Leaf Dealers' Jottings.

F. Eckerson returned Saturday from a trip to Connecticut where he got a good line on the new crop. He says the yield is an unusually fine one and that the price on seed leaf will probably run from 22 to 28 cents, probably holding at 26 cents. Mr. Eckerman, who is treasurer of the National Cigar Leaf Tobacco Asoiction, is very much gratified over the import stamp decision and considers it a victory for his association.

George W. Newman, of Young & Newman, reached town from his Western trip on Monday, and declared himself very well satisfied with results. Mr. Newman was out last year at about the same time and says that business this year as far as his own results go, is noticeably better. Mr Newman sold several hundred cases of 1903 Pennsylvania.

L. G. Haeussermann & Sons this week received on the steamer Pennmanor, 43 bales of Sumatra tobacco which were recently purchased for the firm's American trade by L. G. Haeussermann, who has been in Europe for some weeks. Mr. Haeussermann sailed for home Oct. 1.

L. P. Kimmig, of L. P. Kimmig & Co., came into town for a day during the week and reported business in Pennsylvania encouraging.

Walter T. Bremer, of Bremer Bros. & Boehm, took a trip up the State during the week and says business is picking up noticeably.

J. Rosenberg and Mr. De Long, of M. Rosenberg & Co., have been out in Pennsylvania for the firm during the week.

Martinez, Myers and Hershey, are in Pennsylvania, New York and Ohio, respectively for E. A. Calves & Co.

O. M. Lake has finished his trip for George Burghard, and reports good business.

With Manufacturers and Jobbers.

George Valentine, of A. S. Valentine & Co., was in New York during the week looking after the interests of the firm. The firm manufactures the Paul Jones, Tirador and Betsy Ross brands, the last being a 5 cent cigar.

F. N. Tschudi, salesman for Vetterlein Bros., who is out on a Southwestern trip which embraces Missouri, Arkansas and other States, reports that business lately has improved considerably.

Joseph Weinberg has gone South for the Vicente Portuondo Co. and L. M. Kaufman, who has the extreme West for the firm, started for San Francisco during the week.

Victor Thorsch, of the Victor Thorsch Co., Allentown, was a visitor among the trade here this week. This company is doing some effective missionary work in this section.

Morris Bondy, of Kauffman Bros. & Bondy, New York, pipe manufacturers, was also in Philadelphia this week.

Ed. Weiss, treasurer of the United Cigar Stores Co., paid a short visit to Philadelphia stores this week.

M. Falk, of the Falk Tobacco Co., was a Quaker City visitor during the week.

Dominguez Appraisement.

The appraisers of the bankrupt estate of Dominguez Bros., cigar manufacturers of this city, are filing their formal report with the referee in bankruptcy. The appraisers consisted of J. S. Batroff, H. Sheldon and J. H. Stockberger. Either a receiver or a trustee will undoubtedly be appointed by the court, and it is believed certain that the business, including buildings, brands, etc., will be promptly closed out.

PHILADELPHIA LEAF MARKET

The market jogged along in about the same situation as the preceeding week, there being fair demand and in some varieties little offered. The demand for Wisconsin remained good and all offers were taken.

1902 Pennsylvania broad leaf is very scarce and practically none was offered, everything in sight being eagerly snapped up. 1903 Connecticut was also picked up eagerly. Sumatra and Havana remained the same.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE.—Hand or steam power Kimball Plug Cut Machine and Appurtenances. Bargain. G A. SOHL, 515 N. Arlington Ave., Baltimore, Md. 9-28-h

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-3m

WANTED—By a reliable cigar manufacturer, a partner with $2,000 capital, or would operate his factory on commission basis. Best of reference. Correspondence treated confidentially. Address Lock Box 13, Stevens, Pa. 9-14-r

FOR SALE—Two Scrap Bunching Machines, four Long Filler Bunch Machines, Molds, Cylinders, Table, Presses, Filler Trays, Cigar Trays, Scales, Labels, etc., in lots to suit. Apply at Factory Seventh and Washington streets, Reading, Pa. 10-5-r

WANTED—SPECIAL REPRESENTATIVE in this county and adjoining territorities, to represent and advertise an old established business house of solid financial standing. Salary $21 weekly, with Expenses advanced each Monday by check direct from headquarters. Horse and buggy furnished when necessary; position permanent. Address BLEW BROS. & Co., Department A, Monon Bldg., Chicago, Ill. 9-28-e

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Oct. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

CONCERNING A PROMINENT READING MANUFACTURER.

Among Pennsylvania manufacturers who can be considered representative men of the trade must be included Julius G. Hansen, of Reading, who has earned his reputation by fifteen years of hard work and a close attention to upright business principles.

The cigar industry is an important one in Reading and permanent success has always been dependent upon a sound commercial training backed by personal probity.

The first quality Mr. Hansen was enabled to bring to the business as a result of having by years experience gained an acquaintance with tobacco and its method of manufacture and sale which took him from "a to izzard."

The second quality he has amply proven to all who have had dealings with him. Among his trade he is known as "an honest man who knows his business."

The task of summing up what has been accomplished in the last quarter of a century in cigar manufacturing circles would be a difficult one so numerous and large have been the enterprises developed. Mr. Hansen's business was established by him about fifteen years ago. The manufacturing plant embraces a large brick structure thirty by one hundred feet consisting of four stories, including the basement, so systematically arranged as to afford the best facility for the carrying on of the large manufacturing business and placing upon the market a number of brands which have earned popularity. The office and general reception room is conveniently arranged, the former in charge of a competent accountant.

The excellence of the factory, from an architectural and mechanical view, must be accredited to Mr. Hansen's idea of the proper method of conducting a business, and his personal supervision of his business is chiefly responsible for its success. Personally the manufacturer is genial and unassuming, and aside from his business acquaintances, is well liked socially.

Mr. Hansen has just returned from an extended business trip to the far west, including California, and reports trade to be of a very satisfactory nature. The Hansen factory has completed arrangements to put a new brand on the market and has ordered for it a handsome label which is now in the hands of the lithographers.

THEOBALD & OPPENHEIMER ROBBED.

Burglars Blow Factory Safe Into Pieces and Secure Contents.

Burglars gained entrance to the factory in Telford operated by Theobald & Oppenheimer Co. on Monday night and after blowing the safe into smithereens, got away with the contents. So far, there is not a single clue to the identity of the robbers and the firm is unable to determine whether the intruders were familiar with the interior of the building.

The Telford factory is a handsome three-story building and the safe was considered practically burglar proof. It was a wreck when the burglars finished with it. Geo. E. Spots, President of the company, stated that the loss was not great, the marauders having secured nothing but a small sum of money.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

General Stakelberg, Brevas Buenas, Victorias de las Antilles, Havanatora, Cubatora, Splendido, Bestello, W. L. Douglas, Oh Joy, American Turks, The Southern Banker, Chic 5c Cigar, Bristol Cafe, Author Dunn, La Flor de Howard & Ingalls, Who Did It, and When?, Martos, Martido, Rosadel, Wednesday Special, Egg-O-See, Monday Special, Tuesday Special, Thursday Special, Friday Special, Saturday Special, Vernos, El Boca Grandes, Hotel Miramar, Jose Rivalo, Marcos Martimo, Miguel Marco, Silvano Alvarez, Maurico Morales, Cornelio Balbino, Emilio Monters, Airo Kings, Governor Hoffman, John T. Hoffman, Joseph Singerly, La Pensativo, Imadasy, Thomas Gainesboro, El Sentenzo, The Bellevue Hotel, Athenia, Swell Girl, Spotted Friend, June Berry, Jap's Sliced Plug, Honey Bunch, Mendocino Best, Seventy-Fifty-Seven, Pedro Vegas, Raphael Vegas, Raphael Castro, Inez Miranda, Costoso, Kentucky Princess, Chicago Squares, Chief Ouray, Slyboy, Woodbridge N. Ferris, Rey de Habana, Pipelovers, Owasco, Goldenettes, Havana Inlaid, Andrew Howell, La Pucelle, Northman, Straight Gold, Seleccion, Especial de Lyons, Flor de Domingo Martinez & Co., Nippy, Nostrand, Ural, Kuppen's 816, White Edge, Gail Hamilton, Goshen Club, Lord Dunbar, Lord Justice.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!

Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Sales Cincinnati Seed Leaf.

Cincinnati, O., Oct. 3.—Offerings were fair at Saturday's cigar leaf sales, the total being 119 cases. The variety was limited to three of the domestic types. The condition of all was good and the quality in each much above the average in recent sales. The greater portion of Zimmers sold from 6 cents to 10½ cents. Seed leaf ranged from $1 to $8.40 per 100 pounds and the Wisconsin (stogie stock) from $2.80 to $4.65.

Gossip of Cincinnati.

Cincinnati, O., Oct. 3.

The Apollo Cigar Co. opened their new store at 503 Walnut street, October 1, with a formal reception. Fred Plohr, until recently manager at W. Bozmann,s, is in charge.

The Queen City Tobacco Co. reports gratifying results from their unique campaign for "Red Devil" smoking tobacco. The company is working Central Ohio at present.

D. W. Stadeker, President of the Stadeker-Boeving Co. is in New York pushing, the Mark A. Hanna, high grade nickel cigar. From the metropolis Mr. Stadeker will make a visit to other eastern cities.

According to the records of the Chamber of Commerce the movement of leaf tobacco for the month of September was as follows: Cases—Receipts 2,080; shipments 1,435; hogsheads: Receipts 8,433, shipments 6,727.

Rhode & Co. have secured a five years lease on a seven story building, located on East Third street, near Broadway, now in course of construction. The annual rental will be $2,800.

ALLEN IS HALF OWNER.

Vice-Chancellor Garrison so Decides in Suit of Allen vs. Lewis.

Leo Oppenheimer, attorney for Tobias Allen, of Lewis & Allen, in his suit against I. Lewis, says that according to the decision of Vice Chandlor Garrison, before whom the case was argued, in Jersey City, Mr. Allen must now be considered the recognized half-owner of the cigarette business of Lewis & Allen, and that the integrity and value of the brands would be maintained by the court until December 8, when the agreement between the parties terminates. Under a rearrangement, "I. Lewis & Co." will continue to manufacture the Telenette and other brands of little cigars.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Oct. 4, 1904.

Bremen—C. T. Hengle, 1 case sample leaf tobacco; Otto Malchow & Co., 3 bales leaf tobacco.

Havana—Trinidad S. & T. Co., 10 barrels cigarettes; Order, 10 barrels cigarettes; Jas. E. Ward & Co., 410 cases cigars and cigarettes, 8 barrels cigars, 50 trunks cigarettes, 10 cases cut tobacco, 356 bales tobacco; Gillespie Bros. & Co., 20 barrels cigarettes.

San Juan—G. Falk & Bro., 1 case leaf tobacco; C. Mendez, 15 bales tobacco; M. J. Levi, 32 bales scrap tobacco; Mateo Rucabado, 25 bales scrap tobacco; American Tobacco Co., 8 cases cigarettes.

SUMATRA TOBACCO.

Str. Potsdam, arrived Sept. 27.
(348 bales)

United Cigar Manufacturers	171 bales
A. Cohn & Co.	43 "
S. Rossin & Sons	35 "
Order	32 "
E. Spingarn & Co.	25 "
L. Schmid & Co.	15 "
L. Friedman & Co.	15 "
Pretzfeld & Co.	12 "

Str. Rotterdam, arrived Oct. 4:
(847 bales.)

G. Falk & Bro.	209 bales
H. Duys & Co.	151 "
A. Cohn & Co.	114 "
E. Spingarn & Co.	97 "
E. Rosenwald & Bro.	95 "
Otto Malchow & Co.	88 "
L. Friedman & Co.	64 "
Schuster Bros.	29 "

HAVANA TOBACCO

Str. Morro Castle, arrived Sept. 27:
(1,836 bls.; 164 bbls.; 382 cs.; 50 trunks.)

Jas. E. Ward & Co.	619 bales
J. W. Merriam & Co.	243 "
F. Miranda & Co.	116 "
Weil & Co.	105 "
Leonard Friedman & Co.	103 "
A. Pazos & Co.	103 "
J. Bernheim & Son	99 "
Mendelsohn, Bornemann & Co.	82 "
Friend & Co.	69 "
Carl Vogt's Sons	44 "
S. L. Goldberg & Sons	41 "
S. Ruppin	40 "
Marcelino Perez & Co.	40 "
American Cigar Co.	40 "
Selgas Suarez & Co.	33 "
Celestino Munoz	21 "
Hinsdale Smith & Co.	11 "
Montevierno & Co.	10 "
Louis Ash & Co.	10 "
Hamburger Bros. & Co.	6 "
Havana Tobacco Co.	1 bale
Jas. E. Ward & Co.	66 bbls.
Selgas, Suarez & Co.	57 "
Mendelsohn, Bornemann & Co.	22 "
F. Miranda & Co.	19 "
J. E. Ward & Co.	382 cases
Jas. E. Ward & Co.	50 tr'nks

Str. Seneca, arrived October 1:
(147 bales.)

Havemeyer & Vigelius	100 bales
P. J. Sullivan	47 "

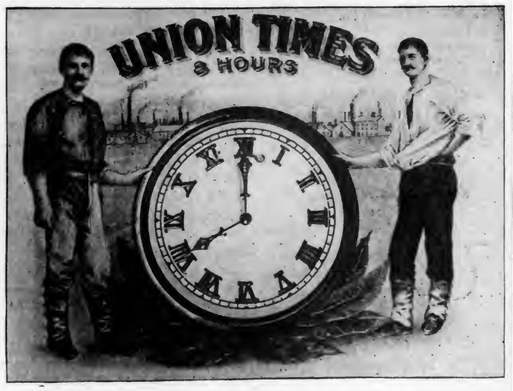
Str. Mexico, arrived Oct. 4:
(1,677 bales; 34 bbls.)

J. Bernheim & Son	502 bales
E. Regensburg & Sons	245 "
Calixto Lopez & Co.	195 "

Superior Quality.
The Best Workmanship.

OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.
Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market
10 ¢
5 ¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,

Thomasville, Pa.

Cigar Manufacturer

For Wholesale and Jobbing Trade.

Correspondence Solicited. Samples on Application.

F. B. SHINDLER

Manufacturer of

Fine Domestic Cigars

Jobbing Trade Solicited

Red Lion, Pa.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE

WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER

SEED AND HAVANA

10¢ 10¢

MANUFACTURED BY A.B.CLIME TERRE HILL, PA

STRICTLY UNION FACTORY

5¢ FABRICONA · ROLFE'S CHOICE 5¢

POINTED ARROW · SHARP KNIFE

· · · VAMPIRE · · ·

G. Salomon & Bros.	150	bales
Sartorius & Co.	123	"
J. Menendez & Co.	64	"
Mendelsohn, Bornemann & Co.	57	"
M. S. Arrue & Co.	53	"
M. D. T. Co.	51	"
J. D. Grave	50	"
American Tobacco Co.	45	"
A. Diaz & Co.	30	"
Starlight Bros.	26	"
F. E. Fonseca	23	"
C. Upmann	15	"
Ricardo Gonzalez	12	"
Alex. Murphy & Co.	12	"
A. Perez	9	"
R. M. Blake & Co.	6	"
S. L. Goldberg & Sons	5	"
Jos. Kraus	4	"
E. Regensburg & Sons	30	bbls.
S. L. Goldberg & Sons	4	"

HAVANA CIGARS

Str. Morro Castle, arrived Sept. 27:

(255 cases.)

Havana Tobacco Co.	197	cases
Park & Tilford	21	"
G. S. Nicholas	19	"
Canadian Pacific R. R. Co.,	8	"
Michaelis & Lindmann	5	"
Trinidad S. & T. Co.	1	case
C. H. Wyman	1	"
P. H. Petry & Co.	1	"
M. D. T. Co.	1	"
Calixto Lopez & Co.	1	"

Str. Seneca, arrived October 1:

(18 cases.)

Jas. E. Ward & Co.	7	"
National Cuba Co.	5	"
Park & Tilford	3	"
B. H. Howell, Son & Co.	2	"
A. E. Outerbridge & Co.	1	case

Str. Mexico, arrived Oct. 4:

(354 cases.)

Havana Tobacco Co.	268	cases
Park & Tilford	27	"
G. S. Nicholas	19	"
Acker, Merrall & Condit Co.	8	"
F. E. Fonseca	7	"
L. J. Spence	6	"
W. H. Stiner & Son	5	"
Canadian Pacific R. R. Co.	4	"
M. D. T. Co.	3	"
F. W. Sheldon & Co.	2	"
Calixto Lopez & Co.	2	"
C. H. Wyman & Co.	2	"
Boos & Co.	1	case

PORTO RICAN TOBACCO.

Str. Ponce, arrived Oct. 3:

(66 bales; 21 cases.)

West Indies Cigar Co.	37	bales
M. Rucabado	17	"
Cayey Caguas Tobacco Co.	12	"
M. Rucabado	21	cases

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Sept. 26:

(375 cases; 1 box; 1 trunk.)

American Cigar Co.	158	cases
West Indies Cigar Co.	40	"
A. W. I. T. Co.	39	"
Mateo Rucabado	31	"
C. D. Stone & Co.	19	"
A. S. Lascelles & Co.	18	"
Cayey Caguas Tobacco Co.	11	"
G. W. Sheldon & Co.	9	"
Smith & Boltzenthal	9	"
F. Bonilla & Co.	8	"
Rojas, Perez & Co.	7	"
C. Mendez	7	"
Victor Malga & Co.	7	"
R. Arguelles, Manrique	4	"
Antilles Trading Co.	4	cases
Louis M. Riveria	3	"
American Trading Co.	1	case
Cadiz Cigar Co.	1	box
Cuban & Pan-Amer. Exp. Co.	1	trunk

Str. Ponce, arrived Oct. 3:

(250 cases; 10 boxes.)

American Cigar Co.	55	cases
Rojas, Perez & Co.	48	"
Amer. & W. I. T. Co.	30	"
West Indies Cigar Co.	27	"
M. Rucabado	18	"
Order	14	"
Cayey Caguas Tobacco Co.	10	"
Arguelles, Manrique Sola & Co.	8	"
Victor Malga & Co.	7	"
G. W. Sheldon & Co.	6	"
B. Raap Trading Co.	6	"
C. Mendez	4	"
L. Daussa	4	"
Vista Hermosa Cigar Co.	3	"
J. Herzfelder	2	"
A. S. Lascelles & Co.	2	"
G. Preston	2	"
M. Mendez & Co.	2	"
August Grocery Co.	1	case
F. B. Dalzell	1	"
Cadiz Cigar Co.	10	boxes

Trade-Mark Register.

J. A. NEUBERGER'S WONDER. 14,575

For cigars. Registered September 17, 1904, at 9 a m, by J. A. Neuberger, Philadelphia, Pa.

PLUTO. 14,576

For cigars. Registered September 19, 1904, at 9 a m, by S. L. Johns, McSherrystown, Pa.

MONUMENT HOUSE. 14,577

For cigars. Registered September 21, 1904, at 9 a m, by Henry A. Fischel, Philadelphia, Pa.

ALLIED CLUBS. 14,578

For cigars. Registered September 23, 1904, at 9 a m, by Henry M. Weaver & Son, Philadelphia, Pa.

BRIGHTER. 14,579

For cigars. Registered September 23, 1904, at 9 a m, by Frank Ganter, Reading, Pa.

THE OLD BELL. 14,580

For cigars. Registered September 29, 1904, at 9 a m, by H. J. Fleischhauer, Philadelphia, Pa.

GARETTA. 14,581

For cigars, cigarettes, cheroots, stogies and tobacco. Registered September 29, 1904, at 9 a m, by I. Grosshandler, Pittsburg, Pa.

EL DOLFO. 14,582

For cigars. Registered September 40, 1904, at 9 a m, by J. Gandolfo, Philadelphia, Pa.

SEARCHES.

Old Log Cabin, R. F. D., Uncle Joe, Perry, University Ribbon, Reta, North American, Lady Curzon, Eleanore Duse, Zig Zag, Flying Dutchman, General Kuroki, Half and Half.

AMERICAN

Leaf Tobacco Co.

INCORPORATED.

Successors to S. L. Johns,

Packers of and Wholesale Dealers in

LEAF TOBACCO

Main Office,

McSherrystown, Pa.

Branch Office, Reading, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE.

RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

A. K. MANN,

Grower and Packer

—OF—

LEAF TOBACCO

Millersville, Pa.

Located on Line of Millersville Trolley.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

York County Tobacco News.

York, Pa., Oct. 4, 1904.

The York county farmers have suffered severely this fall on account of the recent frosts, which seriously damaged a considerable quantity of tobacco in several of the best growing districts, and the loss to them will be quite heavy.

Cigar manufacturers generally are experiencing a steady revival in business, and orders are being secured for the holiday trade. Large quantities are being packed in 4oths and some in 8oths.

Quite a sensation was created in Red Lion by the rather sudden disappearance some days ago of Samuel Stump who has been conducting a cigar factory under the firm name of I. E. Stump & Co., whose creditors seem to have become markedly uneasy of late, but it was not known until after his disappearance that more serious matters might involve him, and as a matter of fact some very unsavory transactions are hinted at. It is believed that these caused his sudden disappearance. He left behind him a wife and family of children who are in very uncomfortable circumstances.

Geo. W. Parr, of Littlestown, is having a very active season, and is preparing to soon place upon the market a new brand of high grade goods for which an entirely new package of original design is being prepared.

Busy Cigar Men in Reading.

Reading, Pa., Oct. 4, 1904.

A very satisfactory business is reported by nearly all of the Reading factories. Yocum Bros.' factory is filled to its utmost capacity, and E. E. Kahler informs us that he is more than usually busy.

John G. Spatz & Co. have had one of the best years they have ever experienced, each month having shown a very satisfactory increase as compared with the similar period of last year.

A number of retailers in this city are engaged in making general improvements to their establishments, with a view to attracting the attention of consumers generally.

The Keystone Tobacco Co., at Cherry and Carpenter streets, recently placed upon this market a new brand of smoking and chewing tobacco, known as the Keystone Butts. It is a two ounce package retailing at five cents. At present a special deal is on whereby retailers are given an extra package free with each pound, enabling them to secure a very satisfactory profit on the goods.

M. Steppacher, who operates the largest union cigar factory in this city, feels very much encouraged over the fall outlook.

—Cigarmakers' Union, No. 187, of Covington, Ky., held its annual meeting last week, and elected the following: President, J. Schulte; Vice President, George Dalheim; Secretary, R. Anstead, Jr.; Treasurer, A. Kohne; Trustees, B. Overmeyer, William Sprekmeyer, and J. Stiene.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The great week of buying has come and gone, and the first flurry is over. It rather reminds one of the first snow flurry. Then all the girls and boys are on tiptoe and wondering will there be snow enough and will it last long enough to make good coasting. So with the first coming of the tobacco buyers. I wonder if they will clean up the crop, or will they get frightened by their own boldness and go back to think the situation over and wonder if they have made a few hundred dollars or lost a few thousand. But never mind; they have set the pace and more must follow, or a lot of good tobacco must be stored in the farm buildings of the growers. Well, remember, tobacco and apples are alike, in certain ways, and if you have a crop stored that will not start the shivers every time you think of it, you can say you have one thing that the buyers have not, and that is a nice lot of wrapper and binder stock that the manufacturer wants, and it is only a question of time when they will have it, and may be at your own price.

The situation of shade grown tobacco seems to be improving somewhat, a more active demand being noted this fall. It is believed that the present acreage of tent-grown tobacco will be continued, and probably increased the following season. Jobbers, as a rule, do not favor the new product, since it is grown by large corporations which are able to deal direct with the cigar manufacturers, thus doing away with the middlemen. The company at North Bloomfield, Ct., has five acres Cuban and ten acres Havana seed. The West Side Tobacco Co. has twenty-five acres of Sumatra and ten acres broad leaf under cover. Ariel Mitchelson, of Tariffville, and the Krolm Tobacco Co. also have large areas.

Our correspondents write:

East Deerfield, Mass., Sept. 19: "Tobacco all housed here last week. The early cut is curing down in fine shape; no signs of pole sweat. No buyers along yet and no one appears to want to see them at present."

Montague, Sept. 20: "Tobacco is curing in fine shape and shows a nice shade. It is the best crop in many years. The weather has been just right."

Wetherfield, Ct., Sept. 23: "Very quiet in the tobacco line. It is curing down very nicely and bids fair to be a nice crop with very little pole sweat. Have not heard of any buyers here as yet."

Hatfield, Sept. 22: "Of 105 crops of tobacco at our end of the town, 40 crops are sold at prices ranging from 13@18c in the bundle. A. H. Graves reported an offer of 21c for his broad leaf."

East Whately, Mass., Sept. 22: "Dennis Hays has sold his crop of three acres for 16c in bundle. J. R. Pease sold 3 acres seed leaf at 14c in bundle. Mun-

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GOV. THOS. HUTCHINSON, BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW
CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

son Brothers, 10 acres Havana seed at private terms. V. D. Bardwell 10 acres Havana at private terms, but the price is thought to be about 17c. Many buyers are around, but most of the farmers are holding until the tobacco is in the bundle."

Conway, Sept. 26: "B. S. Graves & Sons sold to Levi Pease at a little over 18c in the bundle."—Amer. Cultivator.

EDGERTON, WIS.

Buyers are riding the growing districts quite generally in most of the tobacco localities of the State, and contracts for the new crop are being entered into whenever something desirable is encountered, but trading is being done very quietly and with no great amount of competition. It is probable that contracts cover several hundred acres during the week, selections scattered over quite a large territory. The prices are not so attractive as to cause growers to become anxious to close deals, but may be taken as fair, all things considered.

Buyers are also searching the growing districts for cured goods, and considerable of the '03 crop is being lifted, but at small figures that return no profit to the raiser. Jos. Bimberg has picked up several hundred cases of old goods in the local markets this week.

The last of the new crop is being housed this week, which has brought some of the warmest weather of the season and the first conditions that might lead to shed damage. A few days of hot, muggy atmosphere have caused the growers some uneasiness and demanded a careful watching of the curing sheds.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Continued activity prevails at advancing prices. As the season has almost passed and light stocks to offer, the trade seems to have just waked up from its Rip Van Winkle sleep. There is a strong demand from many sources, and the A. T. Co. looks very anxious and is meeting the advance right along. It looks like we might have a Burley sky-lift—the new crop housed being only about half a crop and all Dark.

The farmers are holding meetings, organizing into protective societies, and the trade seems to think some high prices will come soon, and is trying to get the little that is left as low as it can before too late. We quote prices:

Lugs—Low, 2¾ to 3¼c; Common, 3¼ to 3½c; Medium, 3½ to 4¼c; Good, 4¼ to 5c.

Leaf—Low, 4¾ to 5c; Common, 5 to 6c; Medium, 6½ to 8½c; Good, 8½ to 10c; Fine Wrappers and Selections, 9½ to 12½c.

MONTHLY REPORT—SEPT.

	1904	1903
Receipts for month,	1,285	25
" year,	13,520	11,345
Sales for month,	1,851	261
" year,	12,328	9,454
Shipments for month,	1,861	1,352
" year,	13,637	8,921
Stocks on sale,	1,372	2,180
" sold,	2,077	1,062
Stocks on hand,	3,449	3,242

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 151 hhds, offerings on the breaks, 252 hhds; public and private sales, 276 hhds.

The quality of the offerings remains poor, and the proportion of Lugs small. The market was firm at the late advance established. Stocks are steadily running down, and will show full reduction on the 1st proximo.

The crop has now all been housed except scattering remnants, and was secured in good weather, which has also been generally favorable for curing.

The crop is much mixed, but with a good proportion of useful Leaf, and an unusually small percentage of Lugs.

After a general convention, largely attended, planters will now hold county meetings to perfect their organization for the purpose of holding the crop firmly for high prices, and it is claimed that all needed financial aid has been secured. Unless satisfaction is obtained, it is proposed to again largely reduce the planting.

The crop of 1904 will probably move to market much later than usual.

QUOTATIONS:

Low Lugs	$3.25	to	$3.50
Common Lugs	3.50	to	3.75
Medium Lugs	3.75	to	4.00
Good Lugs	4.25	to	4.50
Low Leaf	4.50	to	5.00
Common Leaf	5.25	to	6.25
Medium Leaf	6.50	to	7.50
Good Leaf	8.00	to	9.50

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SQUARE TOP
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
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Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Table Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher
Hopkinsville, Ky

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1856—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO., Lancaster, Pa.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

T. L. ADAIR,

Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader: WEALTH PRODUCER

Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Connecticut

Ansonia—A. Martinez, cigars, dead.

Bridgeport—H. T. Dietz, tobacco, petition in bankruptcy.

District of Columbia

Washington—R. M. Frank, cigars, tobacco, etc., sold out to C. A. McIlhinney.

Georgia

Macon—M. Peyser, Jr., cigar manufacturer, succeeded by A. W. Turner.

Idaho

Lewiston—L. Grostein, cigars, etc., real estate mortgage, $350.

Summit—B. Costello, cigars, etc., real estate mortgage, $350.

Illinois

Chicago—Jos. Epstein, cigar manufacturer, petition in bankruptcy.

Sterling—F. R. Jackson, cigar manufacturer, chattel mortgage, $5,190.

Indiana

Marion—Tudor & Strange, cigars, succeeded by Leroy Tudor.

Maine

Bangor—L. W. Savage, cigar jobber, sold real estate.

Massachusetts

Boston—Geo. Kippenhan, cigar manufacturer, chattel mortgage, $325.—Sarah C. Winslow, wife of Geo. A., files certificate to do business under style of Goodwin Sisters, cigars, tobacco, etc.

Fitchburg—Leslie E. Clark, cigars, sold out.

Lowell—Frank Lucchesi, tobacco, chattel mortgage, $400 discharged.

Michigan

Calumet—F. C. Glocke, wholesale tobacco, chattel mortgage, $5,332.

Saginaw—Joseph Lindlau, cigar manufacturer, dead.

Ohio

Cleveland—J. D. Mandelbaum & Co., cigars, etc., petition in bankruptcy.

Penusylvania

Ephrata—Isaac B. Goodwin, cigar manufacturer, execution, $1,000.

Philadelphia—C. L. Parke & Co., cigars, judgment, $200, vs. C. L. Parke individually.

Texas

Fort Worth—D. W. Phillips & Co., cigars, petition in bankruptcy.

Washington

Tacoma—J. O'Leary, cigars, sold out to Anderson & Co.

Twisp—J. L. Colwell, cigars, sold out to Mrs. Stelle Fulton.

—The American Tobacco Co. seems to be up against it in Canada just now, as well as in Washington, D. C., and the Southern States.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Scraps & Siftings

FOR SALE.

IONA TOBACCO CO.

336--338 North Charlotte St.

LANCASTER, PA.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common **Cigars**

Established 1890.

Capacity, Twenty Thousand per Day.

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H. B. WILLSON & CO. Patent Attorneys

774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS MANUFACTURED BY L. L. BEDORTHA WINDSOR, CONN.

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT, KING DUKE GRANULATED, KING DUKE CUT PLUG, SHIRK'S BEST TWIST, REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—

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TELEPHONE 1561

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LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers, RACINE, WIS. U. S. A.

WRITE FOR SAMPLES AND PRICES TO

FRIES BROS.

Manufacturing Chemists

92 Reade Street, NEW YORK.

The First to Manufacture Sweetener in the United States

GLYCOSINE

550 Times Sweeter than Sugar

Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--

Specially Cleaned and Carefully Graded.

We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.

J. L. METZGER Tobacco Co.

Dealers in LEAF TOBACCO

LANCASTER, PA.

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED Le Droit Building, WASHINGTON, D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE

MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Factories: 26 and 517 — **L. E. Ryder,** — 9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

A. D. KILLHEFFER MILLERSVILLE, PA.

Goods Sold Direct to JOBBERS and DEALERS.

Maker of

High Grade CIGARS

All Fine Work

NO SALESMEN EMPLOYED.

Warranted Havana Filler, Sumatra Wrapper and No Flavoring Used.

Communicate with the Factory. We Can Save You Money.

E. ROSENWALD & BROTHER.

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THE TOBACCO WORLD

ESTABLISHED IN 1881 Vol. XXIV., No. 41. | PHILADELPHIA, OCTOBER 12, 1904. | ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

L. G. HAEUSSERMANN has been spending the past ten weeks abroad and among the tobacco markets, where he has made some heavy purchases of **Sumatra Tobacco** which we are prepared to offer the trade at a

Very Reasonable Figure.

We would say that among these selections are the following brands:

Deli|My.|ABT|L.1	JHM Deli|1
JHM Deli|A|SSL.1	J L B Deli|V|B 2
JHM Deli|A|SLB 1	Sumatra Cultuur
JHM Deli|A|SB.1	and others.

This includes some of the Best Sumatra that ever came to this country, yet the price we ask you is no higher than the Cheap Man will ask you for Common Sumatra.

NO MATTER WHAT COLOR YOU WANT---We Have It, and would be glad to SEND YOU A SAMPLE, knowing that if you see the tobacco you'll place your order with us.

WE HAVE JUST ISSUED A PRICE-LIST, covering our entire line of goods, which we would like you to have. Shall we send it?

L. G. HAEUSSERMANN & SONS,

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO

No. 240 Arch Street, Philadelphia

Formerly at No. 23 North Third Street.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

SMOKE
VETTERLEIN BROS'
SABOROSO
PHILADELPHIA
CIGARS
PHILADELPHIA
BOSTON

Reserved for
HARTMAN & KOHN
Manufacturers of the Celebrated
Blue Front & Country Boy
Cigars
1554 Third Ave., New York

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia
VIRTUE LIBERTY AND INDEPENDENCE

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
NAPOLEON 5¢
Factory No. 909. Bell Telephone 4836–A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

...The Philadelphia Cigar Factory...
FLOR DE W. K. ROEDEL
HAVANA
"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA."
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

E. E. KAHLER
READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

LEAF TRADE INCREASING IN RICHMOND.

Annual Report of President of Trade Association Shows Splendid Prospects.

Richmond, Va., Oct. 7.

The annual report submitted at the annual meeting of the Richmond Tobacco Trade Association by the President, T. M. Carrington, who was succeeded by Charles W. Spicer, contained some interesting facts and opinions. Mr. Carrington showed that Richmond is still a great tobacco market, and that the leaf trade of the city is increasing. The paper in part, was as follows:

"Our warehouses selling loose tobacco should do more business the coming year than the last, as the crop of sun-cured tobacco raised in the counties north of this city, every pound of which is sold in this market, is the one exception of a decreased planting and gives promise of being a good crop in every respect.

"Fortunately in this portion of tobacco raising territory there has entered no scheme against the buyers of tobacco which is so rampant in other sections, and whose votaries hope to find a cure for non competition in forcing the buyer to become the seeker.

"The large storage warehouses built by the American Tobacco Company, the buildings and equipments erected by the Imperial Tobacco Company and the large plants of the Kentucky Tobacco Product Company, taking the by-products of our factories, and the other smaller additions in the tobacco interest, show the onward trend of the tobacco trade in Richmond.

"I find from the most reliable resources that I can obtain that the State of Virginia produced in 1903 122,410,000 pounds of tobacco, of which 55,150,000 pounds was dark shipping and 10,160,000 pounds dark manufacturing, and 57,100,000 pounds bright. The great bulk of shipping tobacco finds its way to Richmond to be sampled or reordered for the various foreign markets and governments.

"A good part of the dark manufacturing tobacco is taken up by the sun cured crop, all of which comes to Richmond, and which tobacco goes so far to give our factories world wide reputation. In bright tobacco, a good proportion raised in our State comes to Richmond, but this type of tobacco is graded with North Carolina and South Carolina brights to such an extent that no estimate can be placed on the proportion that comes to this market.

"Our loose warehouses have done a good business, selling a class of tobacco for which the demand was fully equal to the supply.

"Among the manufacturers we have witnessed the absorption of three of our large factories, yet we can feel some pride in the fact that their values were fully appreciated, and what has been possibly our loss has been many times the gain of the fortunate owners, who have been put beyond the need of worrying over short crops and the many other ills that the tobacco man is heir to, and in further compensation, I am glad to note the advent of two new factories and the decided increase in business of other individual factories in Richmond. Some have doubled their factory capacity and some have materially added to their facilities for prosecuting their business."

—During the year ending October 1, 1,250 hhds. of tobacco were inspected in Petersburg, Va. Sales of loose tobacco amounted to 8,959,126 pounds.

MAIL ORDER SCHEME PROSPERING.

United Cigar Stores Co. Energetically Pushing this Branch of its Business.

In line with its efforts to corral every smoker and chewer on earth, the United Cigar Stores Co. is doing everything in its power to sell cigars by mail. The company is advertising extensively in family magazines, offering to send twelve sample cigars of fine quality for a dollar, and the distributing point is the Flatiron Building in New York, the first floor of which is occupied by one of the company's stores.

On receipt of the $1 the consumer is sent a flat pasteboard box, the surface of which is about five by nine inches, and the thickness an inch. The box is divided into twelve compartments, each of which contains a cigar properly labelled, there being a number of kinds and sizes in the lot.

In addition to the cigars is a quantity of advertising literature, consisting of coupons, (redeemable for presents) order blanks, a list of premiums, etc. The box is brown and looks as much like a necktie box as a receptacle for cigars.

The mail order scheme is designed to catch a better class of trade than usually patronizes the retail stores of the company. While the company has always succeeded in getting a large proportion of the bulk of the trade in cities which they have invaded, they have never had much success with the better class of smokers. It is hoped that this will fill the bill, and the company fondly expects to build up a permanent box trade by this method.

ARRESTED FOR ADVERTISING.

Some of the respectably conservative officials in Nashville, Tenn., regard with scorn some of the modern methods of advertising, and as a result, four representatives of the Old North State Tobacco Co., a staunch independent concern, found themselves in hot water one day last week.

A local Sherlock Holmes ran into some young men on the street heavily burdened with signs, ladders, hammers, etc., and promptly arrested them on a charge of advertising without a license. The prisoners said they were salesmen for the Old North State Tobacco Co. and belonged to what it called its Flying Squadron. They were discharged after a warning on the laws as to advertising and tacking signs.

UNITED CIGAR STORES CO. IN LOUISVILLE

The United Cigar Stores Co. has added Louisville, Ky., to its chain of stores and the retailers in that city have as yet taken no means to their gratification of this recognition of their city as a lucrative field. The United Co. has acquired the retail cigar and tobacco business of Vogt, Applegate & Co, which has been well known in Southern tobacco circles for a year or more.

It cannot be learned at this time whether the owners will open other stores in the city, as is their usual custom, but local dealers are by no means pleased at the prospect.

ORGANIZERS IN THE SOUTH.

Many Well Known Growers Appointed to Work up Interest.

Organizers are laboring hard in Kentucky and Tennessee to effect close organizations in all the counties in which tobacco is grown, and it is now believed that the Dark Growers' Association will soon be in a position to demand and get better prices.

The following well known growers have been appointed to work up county organizations:

Todd county, Ky., Frank Walton; Logan county, Ky., Henry Thurman; Trigg county, Ky., T. E. Crenshaw; Crittenden county, Ky., A. H. Carden; Christian county, Ky., J. D. Clardy; Simpson county, Ky., Dr. J. R. Claypoole; Caldwell county, Ky., J. H. McConnell; Graves county, Ky., John Palmer; Stewart county, Tenn., W. B. Hall; Robertson county, Tenn., F. G. Ewing; Montgomery county, Tenn., Polk Prince; Cheatham county, Tenn., J. E. Hudgens; Weakley county, Tenn., R. T. Holliday; Obion county, Tenn., D. C. Reed; Houston county, Tenn., John Largent; Dickson county, Tenn., Marshall Cunningham.

BURLEY ASSOCIATION STARTS TO BUY

Kentucky Crop Being Taken on Contract and Association May Control the Market.

It is stated by W. B. Hawkins, President of the Burley Tobacco Growers' Association, that the association has commenced to buy this year's crop on contract and expects to be able to control the crop.

The purpose of the buyers is to contract for as much of this year's crop as possible before December 1, when delivery will begin, no definite place having been designated yet as to where delivery is to be made.

Mr. Hawkins says that now that the tobacco growers have seized upon the association as meaning business, they are tumbling over themselves to get in, and general enthusiasm is increasing very rapidly.

EL BUEN TONO CO. ENLARGING.

Well Known Mexican Cigarette Firm Extends its Plant.

The El Buen Tono Co., cigarette manufacturers, which is well known from its having opened an office in New York about two years ago and closed it not long afterward on account of a failure to make that end of its business go, are prospering in Mexico City, where the factory is located, and the company has been obliged to build quite an annex, which is now nearly completed.

The establishment consumes about 20,000 pounds of tobacco daily in the manufacture of cigarettes and employs 1,500 operatives. Sales for this year up until September 1, amounted to $2,448,697. The capital of the company was recently increased to $5,000,000, most of the shares being held in Paris and Geneva.

MILWAUKEE DEALERS' NEW SCHEMES.

Clever Window Displays Attract Trade—Sternbergs Open Factory in Town.

Milwaukee, Oct. 8, 1904.

Since the advent of the "Biggest Tobacconist" local cigar men have begun to sit up and notice things. They find they must have features to keep their trade, and this they are doing.

Fay Lewis & Bro., who have two large stores here, hit on a plan which works splendidly. At the Pabst building store, one side of the room is a continuous mirror. The fellows like to drop in, buy a smoke and look in the mirror to see how their cravenette looks.

Edmund S. Thatcher, the Ogden avenue pharmacist, has a show window about a block long. He is running on the Governor Dewey cigar, and had a couple of hundred empty boxes sent along to fill up his show window. The boxes which are plain and neatly labeled, contain no cigars, and the stamp isn't there, but hardly one person out of a thousand knows it. The cigar sells well.

The Sternberg Manufacturing Co., manufacturers of cigar molds, etc., for many years located in Davenport, Iowa, recently moved to Milwaukee, and now occupies a large, new factory building on the North Side. Prior to moving here, the Sternbergs bought the Mallue plant in Chicago, and Mr. Mallue will be Superintendent of the Sternberg factory. The Sternbergs came here to be nearer the Milwaukee and Chicago trade.

Milwaukaeens are not stogie smokers, and there is only one place in this city of 350,000 inhabitants where one can find a genuine wooden box Wheeling stogie, and that is at Barnicle's place, Fifth and State streets. He has two kinds, one he sells 3 for 5c and the others, the big long fellows, at 2 for 5. ANDERSON.

LOUISVILLE TO HAVE NEW FACTORY.

It is expected that operations will be commenced in Louisville, Ky., shortly on a factory for the manufacture of a newly invented machine for stemming tobacco, which will employ 500 or more hands. Representatives of the National Tobacco Co. visited the city last week and consulted with the Commercial Club relative to the plans. The shipping facilities of the city were found to be satisfactory, and Louisville is in the centre of the territory from which the company must get its business, so that the final arrangements will probably be made and work commenced in a short time. The machine to be manufactured was invented about six years ago, and it is claimed, will do the work of twenty operatives.

PINKERTON TOBACCO FACTORY WILL HAVE FIVE STORY ADDITION.

A contract has been awarded to Adams Bros., of Zanesville, O., for the construction of a five story addition to the Pinkerton Tobacco Factory in that city, the improvements to cost $10,000. The extension is made necessary by the increase of business which this house is handling, the old quarters having been overcrowded for some time.

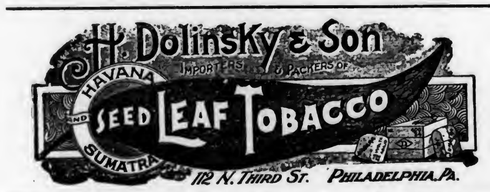
J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of *Havana and Sumatra*
AND
Packers of *Seed Leaf* **Tobacco**
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in **LEAF TOBACCO**
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
21st N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

DAMP CIGARS WORSE THAN DRY ONES.

A GOOD many dealers may not know it, but a cigar that is a little dry will give a better smoke, that is have a better aroma and burn better, than one as damp as a good many smokers ignorantly insist on having. The dealer should educate his customers up to this kink and he will find that his sales will give more satisfaction.

Of course a cigar that is too dry will cause a little annoyance from dust, but between the damp and the dry one, the latter is invariably better. Another point on which a good many consumers can be educated is the uniform quality of a brand. A great many men go to a lot of trouble to pick out all the new brands as they appear on the market, under the delusion that they are all allowed to deteriorate after they have secured a sufficient clientele. They believe that the average manufacturer if he puts a new five cent cigar on the market starts it off to be really worth about 7 cents and after a while lets the quality slide down to 3 cents. There never was a bigger mistake, for cigars made by reliable firms are absolutely uniform year after year. It would be a very foolish policy to allow anything else.

We believe it would be a profitable scheme to issue little advertising booklets to customers in which such odds and ends of facts as these were attractively presented. A smoker is always interested in what relates to smoking and it has been proven time and time again that such things stimulate trade. Let the average busy man have ten minutes to loaf in a cigar store, while he may be waiting for something, and if he falls into a chat with the man behind the counter he will invariably ask dozens of questions about the tobacco business and its ramifications.

TOO MUCH OF A GOOD THING.

THE WRITER went into a cigar store in Philadelphia one day this week and as he talked to the clerk looked curiously around at the walls of the store. The statement was made last week in an article on this page, that many retailers don't use a sufficient number of display signs. That assertion is still true, but the proprietor of the store mentioned above can certainly not be included in this class.

Signs, signs, signs, everywhere; and not a single one that was really convincing. Some of them were gorgeous in point of display, some, hastily written announcements of a cut in prices and others were well printed in good letters, but had nothing worth while to say.

On all the more pretentious cards there was an obvious straining after effect, a jumping after cheap smartness, and weak flippancy which wouldn't bring in two cents worth of extra trade. Even if some of them had been good they would have been lost in the maze of the whole lot. Big black words everywhere one looked, so that the mind absorbed nothing but a confusion of verbiage.

Let your words be brief and to the point, and remember that white space is just as valuable in combination as black ink. If there is such a thing as strenuous simplicity, that quality is exactly what you want to strive after in preparing your displays.

It is all right to exploit a good many different cards, but do it by successive changes and not all at once. A 32 caliber bullet can kill a man just as swiftly and surely as a cannon ball, although it may not so mangle him.

Assuming that you have a new brand of all tobacco cigarettes or little cigars that you want to get your customers to try; also assuming that they really can make good if given a chance, here is a card which in ordinary circumstances should secure good selling:

IF YOUR TASTE IS CULTIVATED
The —— Cigarros
Are Made for your Benefit.
For Cigar Smokers Who Want
A SHORT SMOKE WITH THE RIGHT FLAVOR

Then again you might consider this more striking:

FIVE MINUTES TO SMOKE
and You Don't Use Cigarettes.
THE —— CIGARRO
Is a Short Cigar Made Just for That.
SMELLS THE SAME--TASTES THE SAME IS THE SAME

This wording as to alignment can be arranged on your card just as you see fit, the top line always being made prominent.

AVERAGE SMOKER POOR JUDGE OF CIGARS.

"THERE is considerable hot air ascending to the heavens over this import stamp business," said an up-to-date dealer the other day. "Far be it from me to decry any movement toward prosperity on the part of our own manufacturers and makers, but there has been considerable urged that I think is a trifle beside the facts. The import stamp cuts considerable ice with some smokers, who like to have some documentary evidence of what they are getting, but while I know to a moral certainty that I could fill up the boxes with clear Havanas and there wouldn't be a single kick, I also believe that I could refill with mold cigars and about half my customers wouldn't know it. I'm more and more surprised every day at the number of men who smoke the label and not the cigar.

"I've had lots of heavy looking men swagger in here and after contemptuously passing up half the show case, with an air of utter wisdom select one of the bummest smokes I had in my place.

"How many times have you seen your customer paw over a bunch of cigars and in nearly every case fail to select the best or anything like the best. Why, I tested the thing the other day on a man who has been smoking cigars for ten years. He doesn't smoke Havanas, but he thinks he knows all there is to know about tobacco.

"I saw this man crossing the street, and put two or three inferior cigars in the box I knew he would ask for. They retailed at the same but the wholesale price was quite a cut under. I put a handful up on the show case and after he had thoughtfully gone through the lot, looking at their color and feeling how hard they were, he selected one of the poor ones, together with one that belonged in the box. He lit the poor one and stood around smoking for awhile.

"'Humph!' he said, 'They sent you a better box of my stinkers this time. Reminds me of an imported cigar.'

"He had noticed the difference all right, but couldn't classify it, and I hadn't the nerve to tell him. If a man likes to think he is a connoisseur of cigars when he really doesn't know anything about them, it isn't up to me to try to dispel his illusion.

"But as you say, the average smoker, who is after a good smoke, and is confronted with an imported box with its rich looking front, and a domestic article, at the same price, or even a little lower, will invariably take the Cuban cigar and firmly believe that he is a fastidious critic."

CLEVER MILWAUKEE WINDOWS.

THE TOBACCO WORLD'S Milwaukee correspondent sends us this week two clever catch display schemes adopted by retail dealers in that city. He says:

Sam Kind has had his photograph taken showing the back of his head. In his window is a huge sign under a picture which reads:

COME IN AND SEE WHAT
SAM IS LOOKING AT.

As nearly everybody in the city knows Sam, he has had to take a great deal of joshing, but he doesn't care particularly for that, as his August and September business was greater than April, May, June and July. "That helps some," says Sam.

Leo Abraham & Co. have two swagger stores. Mr. Abraham bought a stuffed donkey and planted him in the show window of his most popular store. The animal is labeled from tooth to tail with funny paragraphs, names of special brands of cigars, etc., and there are always a dozen men and boys in front of the window. One card reads:

COME ON IN OLD MAN
AND LOOK AT HIM
FROM THE INSIDE.

There are many who go "inside" the store, if not the donkey. They buy something, or take a free light.

* * *

WOMEN RUN TOBACCO SHOPS.

A RATHER curious condition of affairs as relates to retail cigar and tobacco stores, exists in France, where these stores seem to serve the same purpose as the general post offices do here as far as giving employment to persons who in health or income are unfortunately situated, but who have friends among the powers that be.

In France, the keeping of a cigar store is much coveted by gentlewomen in reduced circumstances, and as the sale of tobacco is a state monopoly, the government generally bestows the right to keep a "bureau de tabac" on the widows and daughters of officers and government officials.

Filling the stores of this country with pretty, chic young women would not tend to reduce the consumption of tobacco.

* * *

SCATTERED around Philadelphia are a number of slot machines in which you drop a penny and get a little box of matches. Retailers who don't like to sell matches over the counter might adopt this expedient.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade CIGARS

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

The Old Salesman's Musings.

MINISTERS WHO SWEAR IN THE PULPIT.

During the last fifteen years of my life on the road I always made it a point to go to church at least once on Sunday, unless I was on a train or else was so dead tired that I didn't want to stir.

Far from being ashamed of it, I am ready to get right up in meeting any time and hand in my little testimony to the effect that the habit kept me in a more wholesome frame of mind, kept me out of considerable mischief of the kind that Satan is always passing out for idle hands to do, and benefited me not a little by my unavoidable assimilation of general information.

Naturally, during the fifteen years, I was in a good many churches and sat under a wide variety of preachers. I visited all denominations, the nearest to my hotel usually being the one to win out, and I have heard men who could have been making ten times their ministerial salary as lawyers, and a goodly number of sad affairs who could have made their career much more brilliant by selling newspapers.

But there are preachers and preachers just as there are lawyers and lawyers, and it is not my purpose to separate myself from any general comment on the clergy. What suggested this talk was a despatch in the daily papers from Stroudsburg, Pa., which stated that a certain Methodist minister in that city, who is making a strong effort to have councils pass a curfew law, said in one of his sermons:

"If you don't care for the curfew law, then let your children go to the devil."

If you intimated to this worthy clergyman that he really meant more by this saying than the average unprofessing citizen who tells his fellow to "go to the devil," or to that gentleman's somewhat vague winter address, he would look at you as if he believed you insane.

All the same, he is not letting his yea be yea, and if he really intended to use profanity I don't know how he could make it more definite. I have heard dozens of ministers of the denominations who believe in free speech in the pulpit, get excited and use language to enforce their statements that is quite as strong as we poor sinners hand out when we lose our collar button.

I don't suppose they mean anything, but if some of their utterances were handed to them in cold, dispassionate, typewriting it would make them feel decidedly uneasy. I know one man in particular who will walk twenty miles any time to conduct a "revival," and yet whose talk, when he gets excited, will fairly bristle with "in God's name" and "for God's sake,"—surely in many cases used as much "in vain" as when spoken by your crusty old gentleman.

A good many men, who make no pretensions themselves, insist that their wife's pastor shall be the pink of decorum in language, and everything else, and have got no time for a man who, so to speak, tries to make use of a divine license to get him in on the verbal ground floor.

There is an old story about this kind of a critic which probably many of you have heard. It is certainly not told here in an effort to be irreverent, but merely to illustrate. This is how it runs:

The boy of the house came running home from church one Sunday and told his father that the minister had used bad words in his sermon. He said he had got to shouting and stamping around, and had then said things that sounded just like swearing. The boy repeated some of them.

"Humph!" muttered the father, as he reached for another section of the Sunday paper, "I'll just about look into that."

That week he met his pastor and put it to him:

"Now, did you, or did you not make use of those expressions?" he asked.

"W-e-ll," was the answer, "I may have said what sounded like that to your boy, but I think he failed to grasp the context. I can assure you I meant nothing objectionable."

The parishioner continued to look rather dubious, and the minister went on:

"You must bear in mind," he said, "that some words which uttered in a certain manner constitute the most awful blasphemy, can also be said with the utmost reverence. For instance, the words 'by God,' a deplorably common form of swearing, are often used in properly emphasizing a sermon.

"I don't just see how it could," said the other man, stubbornly.

"Well, I shall use it three times in just that way in my sermon on next Sabbath morning," declared the clergyman.

"Do it, and I'll give $10 to the church," was the prompt answer.

On the next Sunday the minister glanced over the congregation as he opened his Bible and saw his critical parishioner sitting directly in front of him with an exultant gleam in his eye.

There were those in the congregation who said that the pastor outdid himself on that morning. In touching, simple language he showed man his obligation to God, his Creator, Teacher and Savior. He showed how, as the Godhead was the fountain of all being, man must freely deliver himself over to God's disposal.

The critical member was interested and struck by the sermon, and practically forgot why he was present. But suddenly, as the speaker reached his peroration, he sat bolt upright and an expression of dismay crept over his face.

"We must all remember," said the minister, impressively, "that we owe our all, our everything, to God's goodness. To Him everything. By God we are given birth; by God we are permitted to live, and by God we win eternity."

The critical member rose slowly to his feet. His face was crimson.

"Yes," he said. "Y-a-a-s; and by God you win my $10."

THE OLD SALESMAN.

A SALESMAN who just returned from a long trip said that in several office he visited he was greeted with "You're the seventh man that's been in today."

OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.

Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

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B. F. ABEL,

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Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

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Manufacturers of

High-Grade Seed & Havana Cigars

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119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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Importers and Packers of
Leaf Tobacco
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PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
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HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana. Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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LARGEST RETAILERS IN PENNSYLVANIA
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R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

SELLING LEAF TOBACCO IN HAVANA.

More Than Thirteen Thousand Bales Changed Hands in One Week. Notes of the Buying and Selling.

[Special Correspondence of The Tobacco World.]

HAVANA, October 3, 1904.

Business in the Havana market during the week gone by has been quite fair, and while there are always some grumblers, others are perfectly satisfied with the share of business done by them. One large concern, which deals extensively in Vuelta Abajo and Partido only, is credited with having turned over 3,000 bales to one of the most important clear Havana manufacturers in the North. While this transaction is, perhaps, more in the nature of a commission deal, as the American factory had given orders to purchase this amount of leaf direct from the farmers in the country, had advanced the funds and had the leaf packed for its own use, nevertheless through its acceptance it now forms a closed deal properly belonging to the past week. Other manufacturers and dealers from the North have also operated quite extensively, and therefore the total number of bales written off, from the stocks held for sale here, shows a satisfactory business as having been accomplished.

Prices for all good vegas are firmly sustained, and as far as certain growths of Partido are concerned there is already a perceptible scarcity. A few sales of Remedios first capaduras have been made, while for the seconds there is more demand, and that prices for these goods are bound to advance sharply with the advent of winter seems to be the universal opinion.

That all the shade grown tobacco has not given universal satisfaction is best illustrated by the report that the trust had placed about 150 bales for sale with a dealer. However, as the trust has bought extensively in former years of Remedios, and then, not being able to consume it all, has afterwards sold large quantities of it, is a matter of history; so it might be the case that, owing to a diminished call for cigars here, perhaps, it is now simply trying to get rid of its surplus.

Transplanting of the seedlings is now in order during the month of October, and the weather conditions are carefully watched, as everything will depend upon them as to how the 1905 crop may be started on its way to produce a temprano or tardido growth.

Sales

amounted to 13,133 bales in all, or 8,750 of Vuelta Abajo, 2,978 of Partido, and 1,405 of Remedios. The United States buyers have taken 9,805 bales; Europe, 1,170, and the local cigar and cigarette factories, 2,158.

Buyers Come and Go.

Arrivals: Celestino Vega, of Celestino Vega, Chicago, Ill.; T. Elkins, of Ed. Youngheart & Co., Montreal, Canada; Arthur Loeb and Harry Nathan, of Loeb-Nunez Havana Co., Philadelphia and Havana; H. Rosenberg, of H. Rosenberg, Philadelphia; Louis Cantor, of Leonard Friedman & Co., New York and Havana; Sam I. Davis, of S. I. Davis & Co, Tampa and New York, and the following from New York houses: M. Cane, of Cane Bros.; Max Schwarz; Charles Vogt, of Charles Vogt's Sons; R. Sichel, of B. Rosenbluth; D. Hevia; Victor Mancebo, of Mancebo, Muina & Co.; Abraham Bijur, of I. Bijur & Sons.

Domingo Villamil has returned from his late trip to the United States.

Departures: Mortimer Regensburg, Max Stern and Rafael Alvarez, for New York; Nathan Elson and A. J. Kennedy, for Chicago; Vicente Guerra, for Tampa.

Havana Cigar Manufacturers.

The absorbing topic has been the import stamp question, and while the late cables state that the Secretary of the Treasury had decided to continue the red color of the import stamp, but that the size would be considerably reduced and be less visible at first glance, it has to be learned through mail advices, how this sore point will finally satisfy the Havana and the American manufacturers. One American leaf dealer now here stated that this measure was directed more against the trust than against the independent manufacturers here, but as the interests of both in this instance are identical, it looks more as if the local independent factories would be the only sufferers, because if the trust should lose here, it might on the other hand benefit through its American factories in the North. The feeling here is certainly running very high, and all sorts of schemes and measures are in embryo to save the local cigar industry from a retrograde movement in the United States. Some people would advocate that the Cuban Government prohibit the export of Vuelta Abajo and Partido leaf, others that the Cuban Government issue a distinctive stamp of its own, etc. The Cuban manufacturers are not opposed to having granted a reasonable protection to the American clear Havana factories, and if Havana cigars could be imported free of duty in the United States they would be willing to pay $2 per pound as a protection to the American industry and still

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

be able to compete successfully, but of course there is no hope that the American Government would accede to such a reduction of the import duties upon cigars.

The real reason why the Reciprocity Treaty has not fulfilled the aspirations of the American manufacturers and exporters is that the latter do not offer the same facilities as England, Germany, Spain and France do in selling dry goods properly adapted to the customs of this island, nor machinery upon such long time periods as Europe does.

H. Upmann & Co. are very busy now, making fully 50,000 cigars per day. They purchased 900 bales of leaf tobacco for their factory and for export, and again shipped 800,000 cigars last week.

Cifuentes, Fernandez & Co. are likewise hardly able to fill all the orders coming in from everywhere for their Flor de Partagas cigars.

Behrens & Co., of the Sol factory, are so fully occupied that Don Carlos Behrens begged to be excused from talking to your correspondent when he called. Since they have given the sole control of their cigars for the United States to the National Cuba Co., of New York, their business has increased materially, although their new brand, Sol Seleccion Especial, is certainly made of the finest leaf which the Vuelta Abajo produces and nothing superior is exported from here.

Rabel, Costa, Vales & Co. tell the same story, as far as their Ramon Allones and Cruz Roja factory is concerned. Orders are now plentiful from the United States, Europe and elsewhere.

Enrique, Dorado & Co. have excellent calls for their El Rico Habano cigars.

J. F. Rocha & Co. are working actively for all markets, particularly so for the United States, London and Germany, and turning out 50,000 cigars daily of Crepusculo, Nene, Jefferson and other brands.

Buying, Selling and Other Notes of Interest.

Mortimer Regensburg said that his firm of E. Regensburg & Sons now held 6,000 bales of Vuelta Abajo and Partido leaf of the 1904 crop.

Garcia & Co. sold 2,000 bales of Vuelta Abajo and Partido to their customers.

A. Bijur is actively at work selecting choice tobaccos, and has already secured from 600 to 800 bales of Vuelta Abajo.

Sobrinos de Venancio Diaz disposed of 1,200 bales of all kinds of leaf last week.

Vicente Guerra purchased 600 bales of Vuelta Abajo for his Tampa factory.

Loeb Nunez Havana Co. sold and shipped 741 bales of Vuelta Abajo, Partido and Remedios to their various customers. Arthur Loeb and Harry Nathan are both here now in the interest of their particular friends, trying to select suitable vegas from the extensive holdings of their firm.

Facundo Arguelles is still looking around, before purchasing for his firm of Arguelles, Lopez & Bro., Tampa.

Jorge & P. Castaneda closed out 400 bales of Partido leaf from their packings.

Leslie Pantin was a large buyer for his customers last week, taking over 1,000 bales of all kinds of leaf.

Aixala & Co. turned over 300 bales of Vuelta Abajo. Don Manuel Abella went to the Santa Clara province with the avowed object of purchasing tobacco to supply the numerous customers of this firm later on, but had to come back empty handed, as there is nothing suitable left in this part of the Island, so Aixala & Co. only have their own packing of Las Vueltas to rely upon. Don Jose Aixala sold 5 bales of wrappers for $3,000, and which he termed as being equal to silk handkerchiefs, as regards the texture of the leaf.

Gonzalez, Benitez & Co. sold 250 bales of Vuelta Abajo, Partido and Remedios.

Mendelsohn, Borneman & Co. are very busy and never seem to lack customers, as when one leaves another is sure to take his place.

Jose Menendez disposed of 250 bales of Vuelta Abajo and Partido.

Laureano Sanchez is trying to increase the holdings of leaf for his firm by picking out some choice vegas.

Fernando Fernandez y Hno. closed out 250 bales of Vuelta Abajo and Partido.

A. Pazos y Cia.—Don Avelino Pazos intended to leave last Saturday, but duty before pleasure, as he has to wait upon four of their customers just now. The celebration of his tin wedding will have to be postponed for a week or ten days.

Suarez Hermanos sold 250 bales of Vuelta Abajo.

A. M. Calzada & Co. are busy all the time, selling and receiving tobacco from the country.

Antonio Suarez turned over 237 bales of Vuelta Abajo and Partido.

Voneiff & Vidal Cruz are hard at work at their escojidas, but Don Francisco Vidal Cruz does not neglect shipping goods to their customers, or storing them until they come here to inspect them later on.

Muniz Hermanos y Cia. sold 200 bales of Remedios last week. Don Hilario Muniz left for his native home in Spain to take a well earned rest and vacation after his hard work of last summer.

Jose F. Rocha disposed of 200 bales of Vuelta Abajo.

Grau, Planas & Co. closed out 100 bales of Partido from their own escojida.

Receipts From the Country

	Week Ending Oct. 1. Bales	Since Jan. 1. Bales
Vuelta Abajo	7,688	193,392
Semi Vuelta	977	14,729
Partido	1,303	51,167
Matanzas	—	201
S. Clara & Remedios	3,631	52,905
Santiago de Cuba	—	588
Total	13,599	312,982

CUBAN MINISTER PROTESTS.

Complains to State Department that New Import Stamp Is Unjust.

Washington, D. C., Oct. 6.

A protest against Assistant Secretary Armstrong's new import stamp was made today by Senor Quesada, the Cuban Minister, who called on Secretary Hay and represented that the recent change will work great injury to the Cuban cigars by reason that it will afford an opportunity for unscrupulous dealers to substitute other cigars for the genuine imported goods.

The Cuban official made his protest on behalf of his government and as its formal representative, but Secretary Hay was unable to extend any assurance that the matter would be reopened. The Treasury Department now considers the question as finally settled, and there is no probability that the Cuban protest will cause any reconsideration.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

J. H. STILES . . . Leaf Tobacco. . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deventer.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

84 SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & EXPORTERS
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
135 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "Hirsch."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Oct. 10, 1904.

Another tempting snare was laid for the independent jobbers of this city last week, of the same nature as was put before Philadelphia and Boston independent jobbers some time ago. The New York jobbers are now considering the proposition, and indeed some of them may already have made their reply.

No one is very free mouthed about the matter, the jobbers, whose sympathies are strongly with the independent interests, being in a rather awkward position. They consider that to hold fast to their best convictions at this time would be to make a ruthless sacrifice of their business interests. The scheme is being engineered by the Metropolitan Tobacco Co., who asked jobbers to meet them in a conference. At this meeting a rebate of 3 per cent was offered them on all purchases made through the Metropolitan, in return for a promise to handle no independent goods.

It was hinted by one jobber that the proposition was made more tempting by a bonus offer of dividend on a certain amount of Metropolitan stock to jobbers who would promise to be good for a year.

Certain of the jobbers intimate that they do not feel able to disregard this offer if they are convinced that it is made in good faith, and it is probable that the Metropolitan Tobacco Co. will have a good share of favorable answers, the only now probable bone of contention being the duration of the contract.

• • •

The well known firm of M. Melachrino & Co., Egyptian Cigarette Manufacturers, at Cairo, Egypt, Alexandria, Bombay, Calcutta, Hamburg and London, has decided to invade the United States by their direct presence in this country, and as a starter have fitted out No. 8 West Twenty-ninth street, as a branch of their business. The Melachrino cigarettes have earned fame by their superiority, which is a result of years of experience in the blending of Oriental tobacco.

• • •

Manuel Rodriguez, generally known in the trade, has entered the firm of A. Montanez & Co., which will now be known as Montanez & Rodriguez. The latter gentleman will superintend the factory and the inside work of the firm, while Mr. Montanez attends to the sales.

• • •

Manufacturers of the better brands of cigarettes are being forced to recognize the present fad for cigarettes stamped with monograms, and some houses consider it necessary to fall in line with the new demand in order to hold their trade. The latest firm to adopt the idea is E. A. Condax & Co., which was among the first to supply straw tipped cigarettes.

• • •

Judgment has been recovered by Emil Auerbach against Moses J. and Nathan J. Lederman, comprising the firm of Joseph Lederman & Sons, 140 Maiden Lane, on a note given by the defendants to Simon Auerbach & Co.

• • •

The Hilson Co., which, as told in my last letter, attracted much attention among the trade by separating itself from the American Tobacco Co., has elected officers, and as was predicted as practically certain, Edward Hilson is president. The other officers are as follows: Leo W. Mayer, vice-president; Leo Wolf, second vice-president; A. H. Kaufman, secretary; Henry C. Hayden, treasurer. The directorate consists of those already named and Adolph Katski.

• • •

Contrary to rumor, the retail stores which were conducted by Anthony Schulte, prior to his death, will be continued along the same line by D. A. Goldberg, a brother-in-law of Mr. Schulte, and in addition, other stores which Mr. Schulte had in contemplation will be opened. Mr. Goldberg has been prominent in the management of the business heretofore and there will be no change in the situation.

• • •

M. Levy has purchased the cigar store of F. E. Griff, at 693 Broadway, and will make a specialty of Jose Vila, La Evidencia, La Fama and other well known brands. The new proprietor was formerly located at 457 Broadway.

• • •

The following circular has been issued on October 10 by Mac Grane Coxe, referee in bankruptcy in the matter of the Khedivial Co., whose affairs have passed through the United States District Court for the Southern District of New York:

To the Creditors of the
Above Named Bankrupt:

Notice is hereby given that the Trustee in Bankruptcy in this proceeding has filed his final account in the office of the undersigned Referee herein, where it can be inspected by creditors, and that a final meeting of the creditors of said bankrupt will be held at the Referee's office, No 63 Wall street, in the City and County of New York, on Thursday, October 20, 1904, at 2.30 o'clock, P. M., at which meeting the said Trustee's account will be examined and if found correct the same will be allowed, and the said Trustee discharged of his trust, and the amount, if any remaining for dividends, will be determined by the Referee, a final dividend will be declared, if there are funds applicable thereto, and any other business, proper to be performed at said meeting, may be transacted.

Dated New York, October 1, 1904.

MACGRANE COXE,
Referee in Bankruptcy.

• • •

The firm of Butler-Butler, for the manufacture of tobacco, was incorporated in this city with a capital of $30,000. The incorporators and directors for the first year are D. T. McNamara, Jr., F. Williams, N. Y.; and J. S. McQuillen, Passaic, N. J.

• • •

Charles E. Rojas, of the leaf importing firm of Fausto Rucabado, 32 Park Place, left this week for a Southern trip.

BUCK.

GEORGE ARENTS, Jr, MAY LIVE

Official in Three Tobacco Companies, Hurt in Auto Race, Has a Chance.

New York, Oct. 10.

George Arents, Jr., who was severely injured in Saturday's wonderful automobile race of 300 miles over Long Island roads, has the sympathy of the trade in this city, which is extended also to Mr. Arents' anxious family. Last night a report was given out that the injured man was a trifle better and was believed to have a fighting chance for recovery. The most serious injury is a fracture of the skull.

Mr. Arents is President of the Banner Cheroot Co., Treasurer of the International Machinery Co., and a director of the American Cigar Co., all of which have headquarters at 111 Fifth avenue, and which are branches of the American Tobacco Co. He is a man of independent means and prominent socially, but a hard worker, and well and favorably known in the trade.

Mr. Arents was never noted for his caution when driving his automobile, and has been arrested for exceeding the speed limit On the other hand he is an expert chaffeur.

The parents and wife of the injured man remain at his bedside and have received many messages of condolence.

BUCK.

COLLINS and BUDDY CONSOLIDATE.

The New Firm Will be Known as the Littlestown Cigar Co.

J. A. Collins, of Littlestown, Pa., who has been engaged in the cigar manufacturing business for the past ten years, has consolidated with Geo. A. Buddy, also of Littlestown.

Both of these factories were union, and the factory is, of course, continuing to use the Blue Label of the Cigar Makers International Union of America. The new firm now has an enlarged plant and is in a position to fill orders promptly.

The firm name is now the Littlestown Cigar Co., and under the new arrangement Mr. Collins will be the travelling representative and Mr. Buddy will remain in charge of the factory management.

Both factories have several popular brands on the market, all of which will be continued. They include the Rational, The Buddy, Cuban Emulative, Union Riders, General Post, Sweet Tips and Pretty Nell.

In addition the new concern proposes to perpetuate its name by the introduction of a new brand under the name of Lord Bute. This cigar will be strictly hand made, in concha, perfecto and londres shapes, and is put up in an entirely new and distinctly attractive package, designed for this purpose. The trimmings of the package consist of a label of original design, in ten colors, flap and label, extension label, color marks and caution notice The lithographing was executed by the well known New York lithographing house of Wm. Steiner, Sons & Co., and is a good specimen of their best work.

Every effort will be directed toward a quick and wide introduction of this piece of goods with jobbers throughout the country and great care is being exercised in the manufacture at the factory.

OHIO NEWS IN BRIEF.

Cigar Leaf Sales at Cincinnati, Crop Reports and Business Changes.

Cincinnati, O., Oct. 10.

Offerings at last Saturday's cigar leaf sales were fair, amounting to 120 cases. The variety was limited, being confined to three of the domestic types, with a few packages of Connecticut wrappers and a single case of fancy Havana leaf, which brought 50 cents per pound. The quality of the Zimmers was exceptionally good, the greater portion selling above 6 cents and ranging from that figure to 12½ cents per pound. Good seed leaf brought from 6 to 8¾ cents, and the interior packings from 2 to 5½ cents. Wisconsins were rather poor and comprised common fillers and stogie stock, that sold from $2 to $3.60.

Oscar Gassman, now located on Fountain Square near Walnut street, has secured a lease on one of the store rooms in the German National Bank Building, in course of construction at Fourth and Vine streets. There was keen competition between a number of cigarists to secure the property. Gassman will pay a rental of $3,600 per year.

Almost the entire crop in the Miamisburg district has been harvested and is undergoing curing process. Growers state that the yield in quantity and quality is one of the best ever known. Buyers have made their appearance north of here and are offering from 6 to 7 cents for the present crop of Broad leaf and Dutch. These buyers are expected here next week.

The Springfield Cigar Manufactory a few days ago moved its factory and store to 104 Maple avenue, where they have secured increased factory facilities.

D. C. Schuler, of Cleveland, for many years manager of the Jenkinson cigar stores in that city, has given up that position to go on the road for the Khedivial Co.

BUHRMAN.

ORGANIZATION TO BUY KENTUCKY CROP.

Owingsville, Ky., Oct. 10.

At Sharpsburg last Saturday afternoon Bath county growers met to devise means of disposing of the present big tobacco crop. W. B. Hawkins, of Lexington, President of the Independent Dealers, made an address. An organization was effected, and it was decided to send buyers to all parts of the country to buy the crop at good prices, and receive it here and at Sharpsburg.

—Will Hagen, of Manitowoc, Wis., will go on the road for the Continental Tobacco Co., of Milwaukee.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
THOS SMITH

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—E. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

Three Tobacco Barns Burned in Kentucky.

A big barn belonging to Chas. Towles, and situated about six miles from Hopkinsville, Ky., was burned to the ground one night last week. The building was filled with tobacco, and the loss will probably reach $2,000, covered by no insurance.

The barn owned by J. W. Hammond, between Gracey and Cadiz, was completely burned with its contents, which consisted entirely of tobacco. The loss is estimated at $2,000, with a small amount of insurance.

The big stock barn of S. M. Holland, near Rock Castle, Trigg county, was destroyed by fire. In the building were the season's crops and some fine stock, all of which was lost. The loss is about $1,800; insurance, $500.

New York and Brooklyn Cigarmakers Will Help London Strikers.

The cigarmakers' locals of New York and Brooklyn have agreed to assess themselves $1,200 in aid of their striking brothers and sisters of London, England. Ben Cooper is in New York, representing the cigarmakers of London, but he has been instructed to visit only the various locals of the Cigarmakers' International Union, as they feel no other assistance is necessary.

NO SUNDAY CIGARS IN LEXINGTON

Mayor of Kentucky City Classes Cigar Stores with Saloons.

Lexington, Ky., Oct. 10.

For the past two Sundays all the cigar stores in this city have been closed tighter than a drumhead, because of a recent edict of Mayor McCombs. Some time ago the Law and Order League asked the Mayor to force saloonists and poolrooms to close on the Sabbath. The Mayor decided that if these two classes were not to be allowed to do business on that day neither should cigarists, druggists, livery stables, newspapers, etc., and he therefore ordered these places closed. A druggist who was detected selling cigars last Sunday was promptly arrested and fined in the Police Court. Business interests are perfecting an organization to fight.

MORE KENTUCKY GROWERS MEET.

Dark Tobacco Planters Continue to Organize Against Combine.

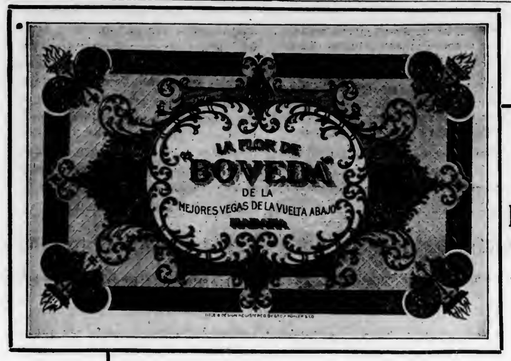
Hopkinsville, Ky., Oct. 10.—Hundreds of Christian county planters and growers met here last Saturday to organize on the lines adopted by the Tobacco Growers' Association, in Guthrie, to resist the encroachment of the combine. Former Congressman J. D. C. Las Clardy called the meeting to order. Speeches were delivered by Charles Baker, Vice-President of the Guthrie association, and others. A complete organization was perfected and committees appointed to carry out the purposes of the meeting. E. D. Jones was elected County Chairman and John A. Browning Secretary, to confer and act in harmony with similar organizations.

Elkton, Ky., Oct. 10.—At a rally meeting of Todd county farmers and growers, held last Saturday for the purpose of organizing the planters against the trust, committeemen were named from the six magisterial departments. C. C. Reynolds was elected county chairman of the executive committeeman, and Russell Hogan, secretary. Petitions will be circulated through the county asking every planter to subscribe to the constitution of the dark tobacco district as adopted at Guthrie on September 24.

NEARLY ONE MILLION POUNDS PLEDGED IN KENTUCKY.

Carlisle, Ky., Oct. 10.—A big meeting of growers was held here today and 500,000 pounds were signed to the Kentucky Tobacco Growers' Association. With what has been previously pledged this gives the growers' association nearly 1,000,000 pounds.

—The Austrian government gained from its tobacco monopoly in 1902 the enormous sum of $27,000,000. In round numbers, of the forty-one hundred persons employed, thirty-six hundred were females, the average wages of the males being $2.80 a week, and of the women $2.08. Cigarette smoking has increased in the country, while the snuff habit has fallen off two-thirds.



Geo. A. Kohler & Co.
Manufacturers of
High Grade Seed and Havana Cigars
Correspondence Invited.
York, Pa.

Boveda, All Havana.
Lord Playfair, Seed and Havana.
Nat Wills, Five Cent Leaders.
Montello,
Samples to Responsible Houses.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.
OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
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PHILADELPHIA, OCT. 12, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

SELLING CIGARETTES TO MINORS.

Every little while someone starts an agitation on the sale of cigarettes to minors; the various improvement societies of the community rattle around for a while, the matter is discussed in the newspapers for a brief period (in the absence of much other news) and then the subject falls flat and is permitted to remain supine—until the next time. And newsboys and their brethren still smoke.

There is such a movement in some of the middle western cities now, there was one not very long ago in Philadelphia, there is occasionally one in New York, and there will be one some day in nearly any city one might name. In Indiana a judge recently made a plea for new legislation touching the matter and detailed the serious effects of the cigarette habit on children, apparently as a result of lack of effective law.

What is the use? There is practically no law-abiding community in this country where the cigarette dealer may not be punished who deliberately sells to a minor for the latter's own consumption. No reputable dealer today, who has a decent respect for his own business will make such a sale, and the presence or absence of a dozen laws governing the transaction would play no part in his decision. No retailer who is not a discredit to the trade cares for such a class of business.

Why not apprehend the fellows who actually sell to children and apply to their case the laws which already exist? The offence and penalty are clearly defined. No one would be sorry for the culprits except themselves, and just a few convictions would secure many fewer improper sales.

WILL MAKE UP COTTON LOSSES.

After what may be considered a fair trial, several farmers in certain sections of Texas have demonstrated that they can raise a good quality of tobacco from the same soil in which their cotton crop succumbed to the boll weevil. At Halletts ville particularly, at Luling, and along the lines of some of the railroads, a first class grade of tobacco was raised from Cuban seed this year, and the farmers were so jubilantly certain of their prospects that some little time ago a number of prominent business men organized, in Hallettsville, to raise and manufacture the leaf.

It is said that forty acres of very fine leaf was harvested at Hallettsville, and the growers very wisely refused an offer from a Philadelphia buyer in order to manufacture the yield themselves, and in that way advertise the Hallettsville country.

It may be said that these tobacco growing experiments are yet, to a certain extent immature, but it is a fairly reasonable prediction that Texas will soon be supplying considerable of the tobacco of the country.

Certainly it will be a Godsend to farmers in that region if they discover that land which has been worthless to them, except from which to raise cotton, and is now useless even for that purpose, will readily yield a cash crop of tobacco. The leaf which has already been grown is said to be of such a quality as to command the best price, and it is fair to hope that future crops will be of the same nature.

Local labor is not yet adapted to the situation and considerable trouble has been experienced in handling the yield. Should the industry make good its promises in any considerable measure, the growers will import experienced labor.

THE Philadelphia Record, of October 6, prints the following in its editorial column:

Assistant Secretary Taylor overruled Assistant Secretary Armstrong on the imported cigar stamp question, and then Secretary Shaw overruled Taylor, who said that Armstrong went off half-cocked. This does Armstrong an injustice. He decided to facilitate the sale of domestic for imported cigars because the domestic manufacturers offered to help the Administration if he would. Of course there is anger and bitterness among the Treasury officials, and it is intimated that after the election, when it can be done safely, there will be an investigation.

There was undoubtedly a tiny bit of rancor displayed between the two assistant secretaries, but it is not probable that anything will come of it. Mr. Taylor, who is a veteran in the service of the Government, and who has lived about twice as long as Mr. Armstrong, seemed inclined to adopt a rather kindly, patronizing boys will-be-boys attitude toward his junior, but the latter has proven himself to have too much sound common sense to allow such a trifle to cause him any permanent worry.

American Tobacco Co.'s Merger Hearing in Newark.

Vice-Chancellor Pitney Decides that Evidence of Ownership Must Be Produced in Case of Proposed Combine of Two Tobacco Companies with American.

Vice Chancellor Pitney gave a hearing in the American Tobacco Co. merger case at Newark yesterday which attracted wide attention. Argument was made on the rule directing the defendants to show cause why an injunction should not be issued to restrain the merging of the American Tobacco Co., the Consolidated Co., and the Continental Co., and the court finally decided that both sides must produce evidence of ownership.

Many eminent lawyers were present. R. V. Lindabury, of Lindabury, Depue & Faulks, representing the American Tobacco Co.

The complainants to the suit are Julius B. Ikelheimer, Henry Kesser and J. M. Rankin, owners of Consolidated Tobacco gold bonds issued in 1901. Alan H. Strong appeared for the complainants.

Mr. Lindabury, answering for the defendants, said that it was the answer for all three companies. He admitted allegations made in the bill that the American Tobacco Co. about August 1, 1901, issued gold bonds to the amount of $157,378 200, payable in 1951, with interest payable semi annually at 4 per cent, and that to secure the bonds it executed to the Morton Trust Co., as trustee, at that time, its deed of trust.

The trust deed, Mr. Lindabury explained, contained the provisions specified in the bill of complaint, but contrary to the thought presented by the bill, were qualified and affected by other provisions therein not mentioned by complainant.

Mr. Lindabury denied that the merger will operate in any way to the injury of the complainant. He said that while by the trust deed so executed, the holders of the bonds are given a charge upon all the present and future net profits of the Consolidated Co. and upon the right and title that Company may acquire in the net income of the American or Continental Co., such charge is not weakened by the merger but is increased because under the same, the bondholders are given a creditors' charge upon the assets of the American and Continental Companies direct whereas now they are postponed to all creditors of these companies.

Mr. Lindabury said: "It is denied that the Consolidated Company has contracted a large amount of floating debt which it is at present without means of paying, or that its nominal capital stock of $40,000,000 has never been fully paid. As a matter of fact the Consolidated Company is in a highly prosperous condition."

He also denied among other allegations that the Morton, Trust Co. is controlled by the same persons who are in control of the Consolidated Co., and also that the merging corporations together control substantially every brand and every make of smoking, chewing and plug tobacco, cigarettes and snuff in general use, or for which there is general demand in the United States.

Previous to the argument Joseph Coult, counsel for Jacob Samek, of New York, was by request admitted as co-complainant.

Mr. Lindabury drew the attention of the Court to the fact that the defendants had not admitted the complainants' ownership of bonds and challenged their production. The Court said that the point was well taken, but that it would require the defendants also to produce evidence of their ownership.

The court then appointed Halsey M. Barrett special master to examine the bonds of both complainants and defendants.

The Isaac Meyer Co., of New York, has leased the plant of the Goodson Grapholyte Co., of Thompsonville, Connecticut, and will occupy it for tobacco packing purposes. The plant is being remodelled, and in the east building three large sweatrooms have been built, each capable of holding 300 cases of tobacco. The plant will have a capacity for the employment of about 250 tobacco handlers.

The Sutter Bros. warehouse at Madison, Wis., has been sold to the American Cigar Co. for $7,000, and the building is one of the most complete tobacco warehouses in the country, and cost more than $25,000. The same firm owned a warehouse in this city some years ago.

John E. Stevens, of Bolding, Mich. has sold a half interest in his cigar manufacturing business to James Markham and the partnership has taken the name of the Stevens Cigar Co. Mr. Stevens has been operating the business there for several years and has built up a lucrative trade in several brands of his manufacture, the latest being the Deep Sea brand. His partner Mr. Markham has been in his employ for over a year.

W. W. Fowler, well known in North Dakota through his connection with the Paruperin & Wiggenbarn Co., died at Des Moines, his former home, where he had gone to recuperate. The cause of his death was a combination of heart and kidney trouble.

RECIPROCITY TREATY IN DISFAVOR.

American Tobacco Manufacturers Don't Like Present Arrangement with Cuba.

The reciprocity treaty which the United States has with Cuba has occasioned more or less kicking for a considerable time and at the hearing before Acting Secretary Taylor in Washington in the import stamp matter, the question was referred to incidentally by the independents, who voiced their dislike of the reciprocity act, which as Assistant Secretary Armstrong said practically destroyed the McKinley tariff differential. It was also shown that while the increase in manufactured tobacco has been large, the quality has deteriorated considerably.

The New York Times has taken the matter up in its news columns and on Monday printed a considerable article from while the following is extracted:

"American merchants who do business with Cuba are said to be much dissatisfied with the working of the reciprocity treaty. In a recent report to the State Department, United States Minister Squiers submits figures to show that while the trade of the United States with Cuba had only increased 3 per cent. since the ratification of the reciprocity treaty, that of England with Cuba had increased 21 per cent., that of Germany 20 per cent., that of Spain 16 per cent. and that of France 8 per cent.

"American exporters declare now that much of the handicap to the growth of American trade is due to methods used by European manufacturers and their agents in Havana, who are generally Spaniards. Americans, they declare, invoice their goods honestly and pay the full duty, while Europeans do not hesitate to undervalue goods on while there is an ad valorem duty, and to get a wrong classification on goods on which the duty is specific. This, of course, would imply the connivance of the customs officials at Havana, but the American exporters say that the Havana Custom House needs a good shaking up. They assert, however, that President Palma is in ignorance of the real conditions.

"The cigar manufacturing trade, especially, is also complaining that it has been hard hit by the competition of Cuban-made cigars. The figures just published by the Department of Commerce and Labor bear out this assertion very strikingly. These figures show the imports for the eight months ended Aug. 31 of this year during which the treaty was in effect compared with the corresponding eight months of last year, when the treaty was not in effect. During the eight months of 1903 the imports of manufactured cigar leaf tobacco amounted to 14,412,996 pounds, valued at $6,424,208, while in 1904 they fell off to 12,662,835, valued at $5,994,867. This shows a falling off in the imports of the raw material for the manufacture of cigars in this country. On the other hand, the imports of manufactured cigars have increased in quantity, but very little in value, thus showing that a cheaper cigar is being imported than formerly. The figures for 1903 were 404,175 pounds, valued at $2,149,553, while in 1904 they were 509,488 pounds, valued at $2,258,936."

FORMER WELL KNOWN LEAF MAN DIES IN THE WEST.

James D. Sorber, who a decade ago, was one of the best known men in the tobacco trade of Philadelphia and vicinity, died on Sunday, Oct. 9, at Los Angelos, Cal., where he has made his home for eight or nine years.

Mr. Sorber was the senior member of the tobacco leaf firm of Sorber, Cook & Co., of Philadelphia, but retired from business when he was about 70 years old and went to live with his son in the West. Mr. Sorber died at the ripe age of 79. Aside from his business acquaintances, he gained quite a celebrity by his excellent paintings of chickens which subject he selected almost to the exclusion of other models.

New York Cigar Packer Fails.

Samuel Goodfriend, cigar packer, of 320 East Seventy-seventh street, New York, has filed a petition in bankruptcy, with liabilities $35,725, and no assets. The debts were contracted in 1893 when he was in buisness as a cigar manufacturer at 1414 Avenue A, and made an assignment on August 3, 1893. Among the creditors are Moses Lindheim, $7,500; Barnett & Son, $7,263; Felix Muehlenthal, $6,300; Maurice Somborn, $2,400, and Schwarzkopf & Ellinger, $2,000.

The Secretary of State has granted to the Imperial Tobacco Co., of Kentucky, license to do business in Tennessee.

Frank Mellis, of Footville, and a Houghton tobacco buyer, visited Wisconsin farmers last week and bought a few of the nicest crops. The prices were said to be 8 and 10 cents.

Patrick Manley has embarked in the cigar and tobacco business in Youngstown, O., and opened up a store at No. 244 East Federal street. Mr. Manley is well known among business men and has a neatly arranged and well equipped establishment.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE.—Hand or steam power Kimball Plug Cut Machine and Appurtenances. Bargain. G A. SOHL, 515 N. Arlington Ave., Baltimore, Md. 9-28-h

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

WANTED—By a reliable cigar manufacturer, a partner with $2,000 capital, or would operate his factory on commission basis. Best of reference. Correspondence treated confidentially. Address Lock Box 13, Steve.s, Pa. 9-14-r

FOR SALE—Two Scrap Bunching Machines, four Long Filler Bunch Machines, Molds, Cylinders, Table, Presses, Filler Trays, Cigar Trays, Scales, Labels, etc., in lots to suit. Apply at Factory Seventh and Washington streets, Reading, Pa. 10-5-r

WANTED—SPECIAL REPRESENTATIVE in this county and adjoining territorities, to represent and advertise an old established business house of solid financial standing. Salary $21 weekly, with Expenses advanced each Monday by check direct from headquarters. Horse and buggy furnished when necessary; position permanent. Address BLEW BROS. & Co., Department A, Monon Bldg., Chicago, Ill. 9-28-e

J. A COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Co.

LITTLESTOWN, PA.

Manufacturers of

Strictly Union-Made

•CIGARS•

OUR LINE:

Lord Bute, The Buddy,
Cuban Emulator, Union Riders,
General Post, Sweet Tips,
Pretty Nell.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Factories: 26 and 517 **L. E. Ryder,** 9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY / LK-DATA / LA PURISTA / INDIAN PRIDE / LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie,** and **Matthew Carey.**

G. H. SACHS,

Manufacturer of **FINE CIGARS**

Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.

Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.

IT PAYS TO SELL THE BEST. WE MAKE THEM.

{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }

Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

I. E. STUMP & CO.

Wholesale Manufacturers of

High Grade Medium Priced **Cigars**

Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

DALLASTOWN, PA.

Philadelphia Tobacco Trade.

SEPTEMBER REVENUE RETURNS.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of September, consist of the following figures:

Cigar stamps	($3 per M.)	$161,295.36
" "	(54c. ")	42.39
Cigarette stamps	($1.08 per M.)	4,376.43
" "	(54c. ")	42.12
Manufactured Tobacco stamps,		7,899.87
Snuff stamps,		17,128.80

STIFF PRICES IN PENNSYLVANIA

A Pennsylvania correspondent of a Third street leaf firm stated in a letter this week that the Pennsylvania tobacco fields were honeycombed with the American Tobacco Company's buyers, who were taking all the tobacco they could get, on the poles. The prices paid are said to be as high as 10, and in some cases 12, cents a pound, and, at a very conservative estimate, 50 per cent of the crop is damaged. Other buyers are present in the field, so that there is great rivalry.

George W. Newman, of Young & Newman, who has just returned from an extended Western trip, says that much of the Wisoonsin crop is white and musty, and that there is a scarcity of good new tobacco. Wisconsirt is another filler State, and it seems certain now that prices will be very stiff next year. Certainly they will on 1904 Pennsylvania, and it is believed they will be so generally.

SOLOMAN BROS. VACATE.

Soloman Bros., who have been conducting a manufacturing establishment and retail department on the first floor of 17 South Fourth street, vacated the premises on Saturday and moved to the fourth floor of the same building. A removal sale was conducted all the week.

This firm has gone out of the retail business, but will continne to manufacture the same brands as heretofore.

LABOR PROMOTER INVEIGHS AGAINST TRUST.

E. J. Slattery, of Boston, spoke before the Central Labor Union, at 1231 Arch street, on Sunday, and urged the workers to make a stand against the rapidly advancing trusts, which, he said, will soon leave to the people no privileges at all.

"If tobacco jobbers and retailers," said Mr. Slattery, "are forced to discontinue the sale of union-made tobacco, union men and the public in general, no matter how friendly, cannot purchase it; therefore, the success of the tobacco trust not only means the destruction of the Tobacco Workers' Union, but also the destruction of the independent manufacturer who employs union labor.

"This is a very serious matter for our American jobbing and retail business men, as well as trades-unionists, to consider, for the very good reason that if the methods and schemes of the tobacco trust are allowed to succeed, then there will be no question but that other trusts and combines will adopt the same methods, and thus control production and regulate prices in every branch of American industry."

THEOBALD & OPPENHEIMER OPEN NEW FACTORY.

Theobald & Oppenheimer opened a new factory at South Perkasie, on Monday, and in a short time will have it filled up. The factory commenced operations with twenty-six hands, and the majority of the work turned out will be on the Quatility brand of which the firm has made a specialty. Another factory will be opened next Monday, the location of which the firm is not yet ready to give out.

BENSON STORE SOLD.

The fixtures belonging to the retail store, which has been operated by John P. Benson, on Fifteenth street, above Chestnut, were sold during the week, the sum received, it was said, being $950. Mr. Benson will vacate the store before November 1, after which it will be occupied by the hat firm of Swartz & Miller. The stock is now being sold as rapidly as possible, and at the low prices asked will probably be entirely disposed of by the end of the month. Mr. Benson will enter business in Seattle as a jobber.

FORGED ORDER FOR TOBACCO.

Thomas Shephard, formerly of Philadelphia, where he was employed in a tobacco house, will spend eighteen months in the Ohio State Prison as a result of forging an order on the D. Q. Fox Co. for a large quantity of tobacco. Shephard got hold of some letterheads of a Vienna, Ohio, firm and succeeded in getting the goods on a false order. His subsequent cheap sales aroused suspicion.

Here and There With the Retailers

RETAIL TRADE DULL.

A goodly number of dealers were complaining this week on the deadly dullness which characterized trade. Although some asserted that business was good and they hadn't any kick coming, there could usually be found some special reason for the exception, if indeed it actually existed, and the general opinion was that things are much flatter than they have any apparent reason for being.

No one seemed to be able to volunteer a good excuse for the situation, and some dealers had apparently settled down into a condition of indifferent waiting for better times. Some dealers are trying to adapt themselves to what they regard as new trade conditions, and are pushing smoking tobacco and laying in a line of pipes. E. Bradford Clark is making the experiment, and as mentioned elsewhere, I. Lowengrund is about to.

One man who is employed in a managerial capacity in one of the largest Chestnut street stores, said the other day that never since he had entered the business had he seen things so flat.

"There seems to be no demand a

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Oct. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1508, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

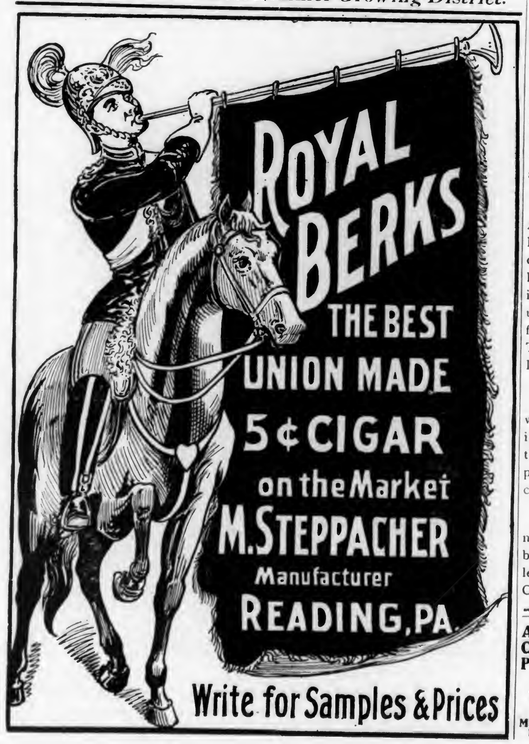
BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.



Write for Samples & Prices

all," he said, "and I haven't any explanation. There is much less doing than we can reasonably expect at this time of year, and it don't seem to be getting any better." Similar expressions were made by other dealers and nobody seemed to know why the condition existed.

Business generally seems to be good outside of the town, although some New York dealers make dubious reports. Philadelphia, however, seems to be hit hardest of any.

LOWENGRUND WILL SELL PIPES.

I. Lowengrund, who has a number of retail cigar stores in Philadelphia, is about to make a specialty of pipes at his Third and Market street store and will give over one window to an elaborate display.

Mr. Lowengrund takes this step because he has come to the conclusion that a large number of consumers are turning from cigars to smoking tobacco. A large show case will he installed to accommodate the new feature, and the new line will be a complete one of the better article.

Davidyan, Jr., & Co., at Ninth and Arch streets, are making a special exhibit of the Charles Emory Smith, 5c cigar. Chas. Emory Smith is widely known throughout the city as the Editor in Chief of The Press, a fact which will undoubtedly be a material aid and selling factor for the goods bearing his portrait. The cigars are made at the factory of I. Lewis & Co., of Newark, N. J.

Joseph Way, the well known retailer, was in New York during the week looking after his interests. Mr. Way said that the New York dealers did not seem particularly pleased with the present condition of trade.

Charles Matthews, until recently, manager of the United Cigar Stores Co.'s branch at Tenth and Chestnut streets, has left that position, and is now with Wm. Catlin, of North Eighth street.

ADVERTISING CIGAR and TOBACCO POUCHES and CASES } that Advertise
Samples and Prices on request.
THE SOLLIDAY NOV. ADV. WORKS,
Knox, Ind.
Manufacturers of Advertising Novelties and Solliday's Brandette, which causes name of cigar to appear on cigar and in the ash.

With Manufacturers and Jobbers.

Victor Lopez, of Trujillo & Co., of New York, spent a couple of days in town during the week.

Samuel H. Harris, President of the Khedwial Co., of New York, was in the city during the week, looking after business. Mr. Harris said that business in Turkish and Egyptian cigarettes is increasing enormously.

Joseph Vetterlein, of Vetterlein Bros., will leave for Boston in a few days to look up business for the firm.

Lester Newberger, of Stewart & Newberger, left this week for a trip through the South. The firm is attracting favorable attention with its John Hay 10 cent cigar. Each cigar is put up in a gelatine case so that the tobacco is always in proper condition to smoke.

John M. Kolb, general manager for Theobald & Oppenheimer, has returned from a Western trip, greatly pleased with trade in the West. Mr. Kolb will leave for Cuba in a few days to buy Havana tobacco for the firm.

Among the Salesmen.

Phil Verplanck, who is well known as the representative of Gonzales, Mora & Co., has resigned his connection with that company in order to join the firm of Menendez & Bro., of Tampa. While it cannot be stated positively, it is understood that Mr. Verplanck will be a full partner. His territory with his old company will be taken by Myers.

R. F. Peyton, Jr., Western representative of A. S. Valentine & Son, paid a visit to the factory headquarters this week, with a bunch of orders. Mr. Peyton is delighted with business in the West.

Morris, of L. Sanchez & Co., of Tampa, paid a visit to Philadelphia this week. He said the situation in Tampa was very satisfactory.

S. Jacobs, of Gumpert Bros., has returned from a trip to Boston, and says business is very fair.

Leaf Dealers' Jottings.

L. G. Haeussermann, of the leaf firm of L. G. Haeussermann & Sons, returned today from an extensive trip abroad. Mr. Haeussermann looks in splendid health and tells of a very enjoyable trip.

Frank Dominguez, of E. A. Calves & Co., will leave for Cuba in a few days, where he expects to remain a month or more.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street,
CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

What's That?
You Want a Good Pittsburg Stogie?
Well, you're just the fellow we're looking for, as
WE HAVE 'EM.
That's What!

Little Prince
and
East Jefferson
are the
Pittsburg Stogies
Made by
Samuel Smith & Son
112 to 116 E. Jefferson St.
Allegheny, Pa.
Special Prices to Jobbers.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made **CIGARS**
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

PRAISES PENNSYLVANIA CIGAR MANUFACTURERS' EXHIBIT.

Wm. Brandstaedter, proprietor of the Keystone Variety Works at Hanover, Pa., has just returned from a visit to the St. Louis Fair. Mr. Brandstaedter spent considerable time in the Mound City, and had ample time to visit all exhibits of interest. He comments very favorably upon the exhibit of the Pennsylvania Cigar Manufacturers, which is being conducted by the Winget Mfg. Co. Mr. Brandstaedter is engaged in manufacturing novelties for cigar manufacturers, such as printing cigar ribbons, caution notices, etc., and speaks impartially. To a Tobacco World representative he said he considered the Exhibit of the Pennsylvania Cigar Manufacturers worthy of the highest praise, and that J. Stanley Winget, President of Winget Manufacturing Company, deserved the grateful recognition and unqualified support of the entire trade of the Keystone State for the energetic efforts he is making on behalf of the trade in this State. "It is to be regretted," he said, "that trade papers have ventured to criticise his actions so severely without knowing the full truth of the matter. The Pennsylvania Cigar Manufacturers' Exhibit is a collective display and makes a commendable showing which I feel convinced will carry away its full quota of honors. There are also several individual exhibits on which large sums have been spent."

York Fair Helps Retailers.

Business for the Week Has Been Very Satisfactory.

York, Pa , Oct. 10, 1904.

During September our cigar manufacturers did not turn out quite as many cigars as in August, and several millions less than in September, 1903, yet the month is regarded as a fairly satisfactory one.

Last week was, of course, again exceptional in York. The great York County Fair, which always draws large crowds, drew more people to York this year than ever before, and naturally was a benefit to local retailers, although cigar factories were somewhat hindered in their operations, for the reason that everyone wanted a day or two off to attend the fair. Consequently factories were closed on Thursday and Friday, which are the two big days of the fair.

D. A. Schreiver & Co., leaf dealers, on Clark avenue, had exceptionally good business during September, and they are now carrying a larger line of goods than ever before.

A local branch of the Cigarmakers' International Union has deprived H. M. Gotwals, of South Hanover, of the use of the Union label, alleging violations of the prescribed rules, but there is some prospect of a satisfactory adjustment.

Truman D. Shertzer, leaf dealer, of Lancaster, Pa., has purchased the cigar factory and warehouse of John W. Schindler, on Chestnut street, Red Lion, for a consideration of $5,000. Mr. Shertzer's plans for the future are not yet fully matured.

Herman Lutz, a prominent cigar manufacturer of Winterstown, died recently, of lockjaw. While he was repairing a tobacco cutter, several weeks ago, his hand was mangled by the knives. He leaves a wife and six children.

Business Changes in Lancaster.

Fire, Accumulation of Tobacco Field, and Increase in Firm, the News of the week

Lancaster, Pa., Oct. 10, 1904.

Local leaf men report another fair week's business, although the volume was less than that of three weeks ago owing to the one large transaction consummated at that time. I. H Weaver sold a lot of 1,100 cases, which was the largest transaction reported during the week.

Leaf dealers as well as manufacturers will be pleased to find that the output of cigars during September was quite satisfactory, all things considered. The number of cigars made, as per revenue returns for September, 1904, was 68,184,860. During August, 1904, it was 68,211,042, showing a decrease of only 26,182. During September, 1903, it was 69,635,670, a decrease for September, 1904, as compared with September, 1903, of 1,450,810. The trade now appears to be on the mend and there is a feeling of hope that the output will continue to show a healthy increase each month until the close of the year.

A. D. Killheffer, proprietor of the Eureka Cigar Factory, at Millersville, Pa., a few days ago bought a valuable tract of land on Frederick street, on which he contemplates building a leaf tobacco warehouse, and will experiment in raising tobacco under shade. The property contains five acres of the very best soil. The cigar factory is working to the fullest capacity, and can scarcely get goods made up fast enough to meet the requirements of his rapidly growing trade.

The tobacco warehous of Tobias Hershey, at East Petersburg Station, on the Reading Railroad, was some days ago set on fire, it is believed by sparks from a passing train, and was burned to the ground, consuming with the building 125 cases of leaf tobacco.

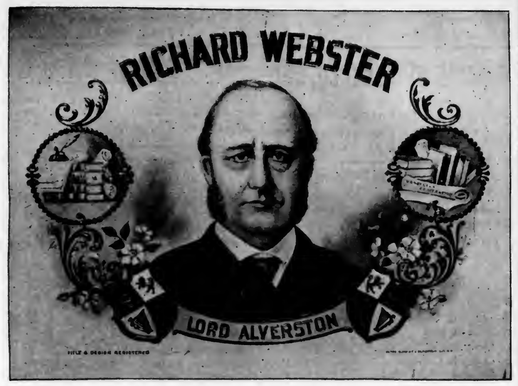
Visiting salesmen have been here in goodly number lately, but some are not elated with the amount of business done.

The union label was lately refused to several cigar manufacturers, at Ephrata, which compelled them practically to close down, at least temporarily.

W. R. Cooper, has admitted Mr. Alexander, formerly connected with the telephone company here, to an interest in his leaf business, which will be conducted under the firm name of W. R. Cooper & Co.

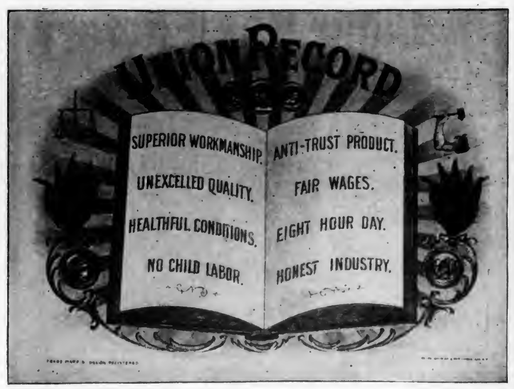
J. W. Brenneman will leave tomorrow on a business and pleasure trip West. He will visit the fair at St. Louis before returning.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars



OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market 10¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFES CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Oct. 11, 1904.

Liverpool—American Tobacco Co., 62 cases cigarette paper.

London—Phillips, Morris & Co., 2 cases cigarettes.

Vera Cruz—Jas. E. Ward & Co., 13 cases cigars.

SUMATRA TOBACCO.
Str. Ryndam, arrived Oct. 10.

H. Duys & Co.	102 bales
G. Falk & Bro.	94 "
A. Blumlein & Co.	46 "
A. Cohn & Co.	21 "
E. Rosenwald & Bro.	21 "
S. Rossin & Sons	9 "
Otto Malchow & Co.	4 "

HAVANA TOBACCO.
Str. Monterey, arrived Oct. 7:

Jas. E. Ward & Co.	311 bales
Order	104 "
E. Hoffman & Sons	96 "
G. Grau	83 "
M. S. Arrue	38 "
Leonard Friedman & Co.	17 "
J. Bernheim & Son	10 "
Hinsdale Smith & Co.	13 bbls.

HAVANA CIGARS
Str. Monterey, arrived Oct. 7:

Jas. E. Ward & Co.	8 cases
National Cuba Co.	2 case
Garcia Pando	1 "

PORTO RICAN TOBACCO.
Str. Caracas, arrived Oct. 10:

Levi, Blumenthal & Co.	77 bales
M. J. Levi	53 "
C. Mendez	10 "
American Tobacco Co.	18 crates

PORTO RICAN CIGARS.
Str. Caracas arrived Oct. 10:

American Tobacco Co.	195 cases
A. W. I. T. Co.	43 "
West Indies Cigar Co.	37 "
Mateo Rucabado	25 "
Smith & Boltzenthal	10 "
F. Bonilla & Co.	10 "
Cadiz Cigar Co.	10 "
G. W. Sheldon & Co.	9 "
Arguelles, Manrique Sola & Co.	9 "
Durlach Bros.	8 "
Victor Malga & Co.	6 "
A. S. Lascelles & Co.	6 "
Cayey Caguas Tobacco Co.	5 "
B. Raap Trading Co.	5 "
Cuban & Pan-Amer. Exp. Co.	3 "
J. P. Egbert & Co.	2 "
Rojas, Perez & Co.	2 "
Cuban & Pan-Amer. Exp. Co.	1 trunk

The Gilt Edge
Cigar Box Factory
Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons
Cigar Manufacturers' Supplies of all Kinds.
Daily Capacity, Five Thousand Boxes.
J. FRANK BOWMAN,
51 Market Street, Lancaster, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

WALKER'S
NEW
DIAMOND
CIGAR CUTTERS
Surpass any cigar cutters ever produced
Cut clean and break no cigars, no matter how dry.
A fine advertisement, well worth investigating.
All cigar dealers, jobbers and manufacturers pronounce them the best they have ever seen.
Place your orders now and derive first benefits.
Write for samples and prices.
ERIE SPECIALTY CO., Erie, Pa.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
All goods sold from factory to jobber direct. No traveling salesmen employed.

Trade-Mark Register.

FIFTH WHEEL. 14,583
For cigars. Registered October 4, 1904, at 9 a m, by Stauffer Bros. Mfg. Co., New Holland, Pa.

ZIG ZAG. 14,585
For stogies. Registered October 5, 1904, at 9 a m, by M. Enelow, Pittsburg, Pa.

SANTIAGO POLE. 14,586
For cigars, cigarettes, cheroots, stogies and tobacco. Registered October 5, 1904, at 9 a m, by M. Enelow, Pittsburg, Pa.

ONE HUNDRED. (100) 14,587
For cigars, cigarettes, cheroots, stogies and tobacco. Registered October 6, 1904, at 9 a m, by J. Mahlon Barnes Co., Philadelphia, Pa.

DEMAND. 14,588
For tobacco. Registered October 10, 1904, at 9 a m, by J. G. Shirk, Lancaster, Pa.

SEARCHES.

Campania, Red Clover, Diamond S., Bellevue-Stratford, La Minerva, Lady Curzon.

TRANSFERS.

"Ninco," registered October 2, 1901, by Taylor & Weber, was transferred to Paul Strecker, Reading, Pa., October 4, 1904.

"General Koscuszko," registered May 2, 1902, by W. Szczepankiewicz, was transferred to Martin Grembowicz, Philadelphia, Pa., October 7, 1904.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Soneda, Soneta, Duchess Cecilia, C. P. (Cuban Panatellas) Robert B. Armstrong, Purveyor, Tinko, Western Home, Buffer, Sun Banner, Volo, James Parker, Richard Barnfield, George Boker, Suicide, Edward Bradley, Robert Bramble, Chas. Briggs, James Henry Hunt, David Hunter, Richard Holt Hutton, Edward Hyde, George Inness, James Iredell, William Henry Ireland, Henry Ireton, Charles Thomas Jackson, Francis Lathrop, Abbott Lawrence, Henry Lawton, Richard Lovelace, Nathaniel Lyon, George Archibald McCall, Frederick Markam, Christopher Marlowe, Owentsia, Crimson Spa, '05, '06, '07, '08, Dick-Kopf, Grosz-Kopf, Free Stone, Three Orphans, Alhambra Valley, Heffernan's Fair's Open Town, Harlow W. Baker, Tincura, All O. K., Milwood, Farnhurst, Merchants Row, Camden Station, Buckley's Lewis, Geo. A. Pixley, A. Schulte, Anthony Schulte, A. Schulte & Company, Schulte, Tampa Souvenir, Eight-Two Five, Russian Chief, Russian Prince, Turkish Prince, Imperial Chief, Banjo, Guitar, Mandolin, Chairman, Navy's Pride, Ethelred, Thorwald, General Havana, General Herbana, Don Cazarro, Opera Belle, Charles Quint, Hester, Franklin Brewing Co., Trymore, Bulter's Traymore, James Bowie.

MUST CLASSIFY IMPORTS BETTER.

Proportion of Filler and Wrapper Tobacco to be Designated More Clearly.

Customs officers have received from Acting Secretary of the Department of Commerce and Labor, at Washington, a circular designed to correct the sometimes inaccurate statistics of imports of tobacco from Cuba.

At present the bulk of imported tobacco is entered as filler, but an examination nearly always discovers each bale to contain tobacco suitable for use as wrappers, and when the entries are liquidated importers are required to pay wrapper duty on an average of about 15 per cent of the Cuban tobacco.

It has been the practice of customs officers heretofore in forwarding statistics of imports of tobacco to base them upon the original entries, which have shown an average of about one-half of 1 per cent wrapper tobacco. Under the new system prescribed by the circular sent out on Saturday, statistics will be given both as finally liquidated and as entered.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Not very much of the crop has yet been taken from the poles and stripped. What has been stripped shows a very clean, bright silky leaf, one that brightens the eyes of the grower whenever he has occasion to visit his hanging crop. There are no sighs as he turns to leave the shed, and he is more than ever convinced that the price he has put upon the crop was none too high. Some who have sold I think would be glad to have the buyer back out and leave them to have the tobacco to sell onee more. I think the buyer would have to dive a little deeper into his pocket to make the purchase. Although there are some who, when a trade is made, relieve their minds as well as possible by saying: "Well, I ought to have stood for a cent or two more on the pound. But it is sold, and there is no use crying over spilled milk; for I got a pretty fair price, So let it go."

Sales of broad leaf in Connecticut show some pretty good figures, if I am a judge, for I note by the local papers of its selling for from 25@35c per pound. Those are good living prices and the tobacco raising business should boom in

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH, JOHN SELDEN, GOV. THOS. HUTCHINSON, BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

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T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

R. E. JACOBY
Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with the Wholesale and Jobbing Trade only invited.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

and around East Hartford. I read a list in the Springfield Republican and I think that 28c was the lowest price reported paid for Connecticut broad leaf. The report is that the crop in that district will come close to 1,800 pounds per acre. What little broad leaf was raised in this locality is reported to be very nice and a fine wrapper leaf.

Our correspondents write:

Hadley, Mass.: "C. and P. Callahan and P. Shocker sold their 1904 crop to I. H. Weaver; James Hicky, M. Dwyer, M. W. Howe sold to Spitzer & Co., of Detroit, Mich.; A. E. Searle and George E. Smith sold to Peters, of New York. Buyers are numerous these days."

North Hadley, Mass.: "There have been several sales of tobacco the past week; prices from 16@17c in the bundle; two lots, those of P. Whalen and Albert E. Belden, sold at 19c in bundle, $100 per acre being paid in advance, to Weaver, of Lancaster, Pa."

Conway, Mass.: "There have been a few buyers in town, but no sales heard of. The tobacco is curing down nice and light, and there ought not to be any pole burn this year."

Bradstreet, Mass.: "Quite a little tobacco was taken down during the past damp weather, and it shows up in fine shape. The American Tobacco Co.'s agent was looking at some lots in this place the past week, but I have no sales to report. I understand that in Hatfield a few sales were made the last of the week, but cannot give you facts."

Montague, Mass.: "The tobacco in this town was a very fine crop, and is curing down in fine shape. I have no sales to report."

East Whately, Mass.: "I have the following sales to report of the new crop in the bundle: John Brunkard, 9 acres at 14c; Dennis Hays, 4 acres at 15½c; Dwight Dickinson, 2 acres at 13½c; M. Duda, 2 acres at 13c; M. J. Powers, 6 acres at 14c. All the above sold to Louis Peters & Co. Also Hiram Dickinson sold 3 acres at 15c; George Sanderson, 2 acres at 15½c; Louis Scott, 5 acres at 15c; Frank Scott, 5 acresat 15c; Steven Kingsley, 5 acres at 16c."

North Hatfield, Mass.: "I have to report the sale of one lot, that of George Donaldson, of 5 acres at about 16c. I note also the rumored sale of C. B. Dickinson, but cannot affirm the report."—American Cultivator.

EDGERTON, WIS.

The buying of the new crop is progressing slowly without any of the usual indications that are present in a lively market. Nearly all sections are being canvassed by buyers but the amount of contracts closed is not large. There seems to be a disposition on the part of many dealers to await developments and as long as the American Cigar Co. remains out of the field local dealers especially are content to wait until the pace is set by the trust buyers.

Old leaf remaining in growers' hands is being sought after and quite a fair sized movement is under way, especially in low grades and stripping stock, but prices continue very low.

The weather for curing the recently harvested tobacco is favorable and very little complaint is heard concerning its condition in the sheds. The early cut is past all dangers of damage in the curing sheds.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in Sept. were	1,189 hhds.
Sales " " "	1,977 "
Shipments in" "	4,189 "
Total stocks Oct. 1, "	2,939 "

Buyers' stocks, 978 hhds; Sellers' stocks, 1,961 hhds.

Total stocks decreased in September 1,133 hhds., and unsold stocks, 1,092 hhds.

Our receipts this week were 177 hhds, offerings on the breaks, 230 hhds; public and private sales, 475 hhds.

At present rate of selling, warehouses will be nearly empty by first of November.

As the offerings are composed mainly of remnants of crops and the last of dealers' prizings, the quality is poor. The market was firm and unchanged. The crop is all secured except scattered patches. The first cuttings are now cured. As it will take a good while for the planters to settle their disagreements with the monopolies in regard to prices, the new crop may move unusually late to market.

QUOTATIONS:

Low Lugs	$3.25 to $3.50
Common Lugs	3.50 to 3.75
Medium Lugs	3.75 to 4.00
Good Lugs	4.25 to 4.50
Low Leaf	4.50 to 5.00
Common Leaf	5.25 to 6.25
Medium Leaf	6.50 to 7.50
Good Leaf	8.00 to 9.50

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
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VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SQUARE-TOP
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.
Established 1877 New Factory 1904

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CIGAR BOXES
YORK, PENN'A.

H. W. HEFFENER,
Steam
Cigar Box
Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

D. A. SHAW, Pres. H. L. SHAW, Vice Pres. C. H. CURRY, Sec'y & Treas.
Florida Tobacco Co.
PIONEER GROWERS
OF
Florida Sumatra Under Shade
Conducted under the personal supervision of Mr. D. A. SHAW, the first grower of tobacco under shade, as Manager for eight years of the Plantations of Schroeder & Arguimbau, and as originated by the late F. A. Schroeder.
By reason of our extensive experience we are able to supply
A Superior Line of Goods
AT THE MOST REASONABLE PRICES. SAMPLES UPON REQUEST
Plantations and Offices—Quincy, Gadsden County, Florida.

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LEAF TOBACCO BROKER,
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Cable Address, "Boales," U. S. A.
Van Arnold's Ac. & Tobacco Cipher.

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CUBAN EXPORT
NEW ARRIVAL
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GOOD POINTS
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BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

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MAKERS OF **Lancaster, Pa.**

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Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.
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Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*
MAKER OF

High Grade Stogies

Long and Short Filler.
SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory

Ask for Samples. AKRON, PA. Correspondence Solicited

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
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RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.

Business Changes, Fires, Etc.

California

Hanford—H. E. Debban, cigars, etc., sold to Chas. Dillon.

San Francisco—P. B. Jeffries, cigars, etc., attached, $170.

Connecticut

Hartford—De Monte & Villa, cigars, etc., succeeded by F. M. Villa.

District of Columbia

Washington—Geo. E. Smith, cigars, etc., sold branch store at 606 14th street, N. W., to C. W. Paxson; consideration mentioned in bill of sale, $1,000.

Illinois

Chicago—Cremer Cigar Co., manufacturers, petition in bankruptcy. Receiver appointed.

Rock Island—Hildebrandt & Cash, cigars, succeeded by Cash & Hopkins.

Indiana

Kendallville—Lovell Brooks, cigars, etc., sold out.

Minnesota

Minneapolis—Percival Smith Cigar Co. appointed a receiver.

New York

Monticello—H. J. Bird, cigars, chattel mortgage, $500.——Landfield Bros. & Co., cigar manufacturers, petition in bankruptcy.——A. Schulte, of A. Schulte & Co., retail cigars, dead.——Jacob Stahl, Jr., & Co., cigar manufacturers, dissolved.

Ohio

Cincinnati—Henry Schedel, of Schedel Bros., cigar manufacturers, dead.

Homer—F. M. Vore, cigars, etc., destroyed by fire.

Pennsylvania

Allentown—C. L. Brearley, jobber cigars, and retail cigars and tobacco, judgment, $675.

Philadelphia—David Margolies, wholesale and retail cigars, adjudged a bankrupt.

Utah

Salt Lake City—Siegel Cigar Co., as signed.

Washington

Tacoma—J. G. Parkhurst, cigars, etc., sold out to Haight & Pease.

Wisconsin

Ashland—G. C. Loranger, cigars, judgment, $1,067.

PATENTS RELATING to TOBACCO, Etc.

771,355 Treating tobacco; John L. Daniels, Jr., New York.

771,310 Match machine; Wm. F. Hutchinson, Nyack, N. Y.

771,265 Cigar vending machine; Matthew E. Patton, St. Louis, Mo.

771,281 Tobacco plug cutter; Henry Smith, Raleigh, N. C.

771,331 Adjustable cigar band; Jacob L. Spector, Chicago, Ill.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
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Manhattan Briar Pipe Co
Manufacturers of
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Importers of
SMOKERS' ARTICLES
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E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

PATENTS

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Cigars, Tobacco, Smokers' Articles
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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Sole Owners and Manufacturers,
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550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination **SCRAP --Filler--**
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
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Established 1889,
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Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

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Factory, Galiano 98, Havana, Cuba.

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Reserved for
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Manufacturers of
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ESTABLISHED IN 1881
Vol. XXIV., No. 42.

PHILADELPHIA, OCTOBER 19, 1904.

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Single Copies, Five Cents.

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SO WILL YOURS,

If You Buy Your

SUMATRA TOBACCO

FROM

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No. 170 Water Street, New York.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

EISENLOHR'S Cinco CIGARS
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SMOKE VETTERLEIN BROS' SABOROSO CIGARS
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PENT BROTHERS PHILADELPHIA

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KING LOUIS
5¢
E. E. K. WYOMISSING 10¢

Clean as the Food You Eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
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NICKELBY, 5c.

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

ALLEN'S NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
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Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

...The Philadelphia Cigar Factory...

"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA.
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

"ORIGINAL PACKAGE" AGAIN.

United States Supreme Court will Decide Cigarette Cases this Term.

The old argument on the "original package" will come up in the United States Supreme Court during the present term, this time in regard to the sale of cigarettes in quantities less than the usual ten packed in a box.

The cases in point are appeals from decisions of the Supreme Court of Iowa, which State has passed a law prohibiting the sale of cigarettes except in original packages. The title of one case is C. P. Cook and E. Plunkett against the County of Marshall, and the other is Mrs. J. Tabor against Muscatine County. It is understood that the American Tobacco Co. is backing the plaintiffs with the idea of getting a final decision.

The law prescribes that no goods must be sold except from the package which bears the stamp and the controversy is as to whether the large package in which cigarettes are usually sold at wholesale is the original package from which, according to the law, goods must be sold, or if the small package of ten comes under the law. Small dealers who will sell less than ten cigarettes, contend that the second reading of the law is the correct one.

In the two cases appealed, the claim made in each case is that a package of ten cigarettes is an original package in the meaning of the law. In each case the packages were shipped loose to the retailers, without any other box, wrapping or other container. The position of the State authorities is that this method of shipping is altogether unusual, and is a mere subterfuge for the evasion of the law. They hold that the term "original package" means the package in which cigarettes are sold in the usual wholesale quantities.

SURBRUG CO. WILL SOON MANUFACTURE IN RICHMOND.

The Richmond branch of the Surbrug Tobacco Co. of New York, at Ninety-fourth and Cary streets, will have its plant in operation in a few days. Alexander Cameron, Jr., who was superintendent of the Cameron & Cameron Co., recently sold to the trust and closed up, becomes the managing director of the new independent plant. Thus the American Tobacco Co. is again confronted with an active competitor.

NEW ENGLAND TOBACCO COMPANY IN TROUBLE.

Suits have been brought against the West Side Tobacco Co., of Maine, by J. C. Bidwell & Co., of Hartford, Conn., and Joseph and Samuel S. Shemmonsky, the former to recover on a protested check issued by the West Side Co., the latter for money due as wages.

The West Side Tobacco Co., is a corporation organized under the laws of Maine to grow tobacco under cloth at Bloomfield. When the suits were brought the deputy sheriff attached all the tobacco which the company has on the poles in eight sheds in Bloomfield.

TRUSTS WILL HAVE HARD TIME IN NEW ZEALAND.

"Trade Monopolies Prevention Bill" Introduced in House of Representatives. Tobacco, Cigars and Cigarettes Included in the List.

Washington, D. C., Oct. 17.

United States Consul General Dillingham, writing from Aukland, New Zealand, says that what is known as the "Trade Monopolies Prevention Bill" has been introduced in the House of Representatives, by the Premier of the colony, and is being accorded a favorable reception.

Tobacco, cigars and cigarettes are included in the list of "goods" contained in the bill.

The list is as follows: All articles of food and drink, tobacco, cigars and cigarettes, all kinds of building material and furniture, all articles of clothing (including boots and shoes), all articles of fuel, soap and candles, gas and electricity (when used for lighting), all kinds of agricultural implements.

Consul-General Dillingham says that the definition of "trade monopoly" is given as follows:

"Any agreement, whether in writing or not, whether expressed or implied, and whether all or only one or some of the parties thereto are resident in New Zealand, the dominant or one of the main objects, whether direct or indirect, of which is (1) to destroy, restrain, or prevent the reasonable trade competition of other traders in the same or a similar trade, whether in New Zealand or not, with the parties to such an agreement; or (2) to enhance the price of goods sold by the parties to such an agreement, whether such parties are engaged in the same trade or not, beyond the price reasonable for such goods, if such price were determined by the operations of reasonable trade competition in the absence of such agreement.

"Any method of conducting or carrying on trade (including in the term "methods" the formation of a trust or combination of any sort, whether corporate or unincorporate, with an abnormal amount of capital or abnormally extensive operations for any particular trade), whether such method is employed by one trader alone or by several traders, the dominant or one of the main objects (whether direct or indirect) of which is that hereinbefore specified in sections 1 and 2 of the last preceding paragraph hereof.

"In particular, and without affecting the generality of the foregoing definition, a trade monopoly includes any agreement or method of trade whereby the supply of any goods for retail sale is restricted to any person or class of persons precluded from purchasing any goods for retail slae."

The last paragraph is new matter and was not in the bill last year. The same provision is made as heretofore for the establishment of the "court of monopolies," with the chief justice at its head. The machinery clauses of the bill are the same as formerly.

CIGARETTE SMOKING ON THE DECREASE:

At Least in this Country, but Great Britain Shows Enormous Increase.

In spite of the movements against the sale of cigarettes to minors, promoters of which declare that the practice is growing much more prevalent, and in spite of the statements made by certain dealers that a good many old cigar smokers are now consuming cigarettes, government reports show that the sale of cigarettes in the United States is steadily decreasing.

The reports compiled ten years ago showed that about 3,500,000,000 cigarettes were made in the course of the year. The present annual output is probably not more than 2,500,000,000, imported manufactured cigarettes, of course, not being taken into the estimate.

The population of the United States at the last census was 76,000,000, and that of the United Kingdom 42,000,000. An estimate made about five years ago showed the number of cigarettes smoked in England to be 7,000,000,000 a year and since that time there has been the enormous increase of 5,000,000,000, and it has been computed that boys smoke about 2,500,000,000 cigarettes a year.

At present Canada has a law against selling to boys, Australia is about to enact one, and Norway provides a fine for the offense. In each case 16 years is the dead line.

COMPANY IN RECEIVER'S HANDS PAYS DIVIDENDS.

Plenty of Shade Grown Tobacco to Sell Which Looks Like Sumatra Grown.

Fred B. Griffin, of Granby, Conn., receiver for the International Tobacco Culture Corproation, against which are claims of $101,000, reported to the court that he had $30,000 in cash on hand and could pay a preliminary dividend to creditors. He said that he had received an offer from Sutter Bros. for $1,200 worth of the tobacco and that the average price was 15 cents for filler. The court authorized the sale.

Mr. Griffin has been on the road for a considerable time to dispose of the tobacco, and in presenting the situation to the court, said that some of the leaves could not be told from the Sumatra grown leaf. One jobber, to whom he showed samples, was pleased with the tobaccco and asked him how much he wanted for it. He said $100 a bale. The jobber believing that it was Sumatra grown tobacco asked him if the duty had been paid on it. When the jobber learned that it was Sumatra grown under shade in Connecticut, he threw the samples down and turned away, and Mr. Griffin said he would not talk to him. The great trouble in getting rid of the tobacco, Mr. Griffin said, is that manufacturers are afraid to use it. They think it might injure their product or that some competitor would learn that they were using the Connecticut shade grown and use the fact to his own advantage in the trade.

SEPTEMBER TOBACCO CROP.

Comparative Report of Department of Agriculture Shows Good Average Gain in United States.

[From Tobacco World's Correspondent]

Washington. D. C., Oct. 14.

The monthly table of the tobacco crop in the United States just issued by the Department of Agriculture shows an increase in several of the states and an average gain in the United States over August of two and two tenths points and over September of last year of three and three tenths points.

The principal gains over the month of September last year are in Massachusetts, Connecticut, New York, Texas, West Virginia and Ohio, while noticeable decreases are seen in Maryland, Alabama, Michigan and Wisconsin. Following is the table:

	Sept. 1, '03.	Sept. 1, '04.	Oct. 1, '03.	Oct. 1, '04
New Hampshire	100	89	99	100
Vermont	95	90	94	95
Massachusetts	78	107	80	100
Connecticut	82	100	83	104
New York	79	86	83	92
Pennsylvania	92	94	92	90
Maryland	86	89	93	83
Virginia	87	91	89	91
North Carolina	83	87	78	84
South Carolina	78	91	78	88
Georgia	91	93	88	92
Florida	86	76	90	94
Alabama	87	87	84	81
Mississippi	98	76	75	87
Louisiana	85	91	92	92
Texas	90	90	85	92
Arkansas	86	81	83	86
Tennessee	89	76	87	88
West Virginia	81	88	81	91
Kentucky	81	78	79	81
Ohio	75	84	76	89
Michican	88	64	87	66
Indiana	81	73	83	83
Illinois	85	91	84	88
Wisconsin	92	80	93	87
Missouri	83	86	87	87
United States	82.9	83.4	82.3	85.6

EISENLOHR'S FACTORY ROBBED

Burglars Blow Open Safe But Get Only Cigars.

Burglars who evidently knew their way about entered Eisenlohr's cigar factory at Sellersville, Pa., early Thursday morning, and blew open the safe with nitroglycerine. The safe and some of the office furniture were ruined, and the thieves secured nothing but about 150 cigars. Even the stamps were not in the safe that night.

It is thought that the gang is the same which has been operating along the suburb towns of Philadelphia and which robbed the factory of Theobald & Oppenheimer at Perkasie about a week ago. There is no clue to the perpetrators who by their evident movements were familiar with the interior of the factory.

—Hensley H. Morton, formerly of Louisville, Ky., who has been Vice President of the Monopol Tobacco Co., of New York, a branch of the American Tobacco Co., will go with Paul Jones & Co., his resignation as Western representative of the Monopol Tobacco Co. to take effect on Nov. 1. He will have have charge of the same territory for the new company.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS & PACKERS OF
HAVANA SEED LEAF TOBACCO SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
27 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

THE REALM OF THE RETAILERS

WINDOW ADVERTISING SHOULD HAVE A DISTINCT POINT.

SEVERAL window cards have reached the eye of The Tobacco World during the week which as honest advertising failed entirely to fill the bill.

The incredible development of advertising and advertising methods has brought about the establishment of a good many thousand agencies in the United States, each of which will undertake to spend your money so as to bring what you've got to sell before nearly every possible consumer, provided your money doesn't run out first.

A great many of these believe most in freak advertising entirely, but the few successes as a result of these methods have been punctuated by a great number of flat failures.

The exploitation of "Sunny Jim" cost a simply enormous sum. Everybody is familiar with the peculiar features of that rejuvenated individual, but there are plenty of people who don't remember what he represents. The same thing is true of the old fashioned boy with his following of geese and with plenty of other familiar ad. characters. On the contrary, the Quaker holding his package of prepared oats in his comfortable, fat arms, announces his mission in life on the second.

Now to journey back to the opening paragraph. These window ads. were constructed with the wrong idea. A good many dealers, and in fact business men generally, believe that anything that attracts attention is a good advertisement, and all that could be desired.

It is the simplest proposition in the whole world to attract a crowd. One of the oldest stories we hear is of the man who walked to the curb and by gazing upward at nothing soon got a crowd around him doing the same thing without knowing why.

Here is one card that a dealer evidently thought was just about right:

> What? Eh?
> What I'tis?
> Come in and Tell It to Us.
> Maybe We Can Help.
> Remember
> We're the Best Ever in Our Line.

The Tobacco World is willing to bet a hat that this ad. did not sell one chew or half a cigarette. Why should it? What is there about the thing that would make anybody want to buy anything. No matter if five thousand people stopped to read the sign every day not one of the lot, unless he intended to buy a smoke at the first store, would go inside.

Another card flared out this interesting announcement:

> You Don't Make Any Mistake
> When You Come in Here.
> We Sell Standard Goods.
> We Want Your Trade.

How compelling! And how strikingly original! Put yourself in the consumer's place and ask yourself whether such a a sign would create any sudden temptation to rush into the store and stock right up.

The best line to follow in preparing signs is to remember that you must have something definite to say, some definite proposition to make, that will interest a smoker after he has stopped to see what the card says. Otherwise it's like fishing with an empty hook. The same is true of pictures. If there is to be no reading matter the picture must tell its own story and reward the first glance of the indifferent passerby by explaining its excuse for existing.

WINDOW CARTOON GIVEN FREE TO RETAILERS.

EDGAR C. WALTERS, manager of the cigar department of the Paris-Murton factory, of Minneapolis, Minn., sends the accompanying cartoon free to customers, with the suggestion that they hang it on the inside of the show window and then "watch the sales." The cigar advertised is the Billy Prunes brand, and Manager Walters offers to send a series of the cartoons from time to time. This one is headed "A Political Line-up at the Billy Prunes Cigar Counter."

The drawing might have been better executed, but will doubtless serve its purpose to attract passers by and raise a laugh, and of course win out a percentage of trade. The picture is accompanied by a printed circular to the dealer, which contains some timely and valuable truths. Regarding window advertising, the following is embodied in the circular:

All other advertising space must be purchased or rented—Window Space, infinitely more valuable, costs nothing.

All other advertising space is for temporary use—Window Space constitutes the direct opposite, permanency.

No other advertising space has the article itself behind it—Window Space has your goods behind it, also the dealer behind it.

All other advertising space costs time and money to keep it in force—Window space is ever in good repair and bright; dealer does it himself.

All other advertising space is practically "dead" at night—Window Space "works overtime," night and day; dealer pays for illumination.

All other advertising space involves large expenditure, risk and uncertainty—Window space affords maximum results at minimum cost, and is certain.

What did you note in your competitors' windows the last time you went by them? If something attracted you, it would probably attract your trade. Try it and see.

Pictures always attract attention to the window. If you have or can get anything unusual in the way of a picture, put it in your window the next time you make a change.

CIGAR HINTS FROM AN ADVERTISING BOOKLET.

A CLEVER little advertising booklet recently issued to advertise a well known five-cent cigar, printed a back page of hints on how to light a cigar. The book is issued to consumers and will surely attract attention. Here is some of the matter:

Not one man in ten knows how to light his cigar properly, or so as to obtain the best results.

Fire is necessary, of course, but a precious little of it lights a cigar. One man goes at it with a suction-pump sort of a struggle, as though he were determined to suck all the gas in the pipe through his cigar and was in a hurry to accomplish his job.

He deliberately holds his cigar in the flame and puffs away for dear life until a third of it is burned up and the rest of it spoiled for smoking purposes.

There is a difference between burning a cigar and smoking it.

Overheat a cigar or coal up the tobacco, and you have a rank-tasting, badly-burning cigar, unfit to smoke, no matter how good the tobacco is, or how well made the cigar may be.

A spark or a single touch of flame will light a small tuck cigar thoroughly and well. Don't puff away like a steam engine, and then let the fire go out. A cigar never tastes as good after relighting.

First light it, let it cool a little, then keep it so; smoke regularly, mildly and moderately, and you will have a cool, sweet smoke to the finish. A little art and common sense will make a good five-cent cigar taste better than a fifteen-cent Havana improperly handled.

• • •

WANT SOMETHING TO TAKE PLACE OF INDIAN.

"WITH the passing of the Indian sign, which was generally furnished gratuitously by the cigar merchants, jobbers are not free from requests for premiums," said T. R. Greenhow, of Toledo, O. "The Indian sign is booked for the rear and that old cigar symbol is practically seen no more. Our firm always reckoned an Indian as worth $200 and consequently we are glad to see them go. It takes a pile of cigars to make up for the giving away of a sign of that cost and while other premiums have taken its place they are not as expensive,"

• • •

SMOKE UP!

A California court has ruled that excessive cigarette smoking constitutes grounds for divorce. That is an easy way out of matrimonial difficulties that would become quite popular, if other judges were as foolish.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

The Old Salesman's Musings.

In last week's Tobacco World I noticed a little article to the effect that the retail cigar trade in Philadelphia was in most cases distinctly on the punk for this time of year, which was supplemented by the statement that certain dealers had or were about to lay in a stock of pipes in an endeavor to catch up a bit.

Before I go any further let me say that I believe that there is a general slump, in spite of a lot of dealers who will tell you that business was never better. Moreover I know that the New York retailers aren't doing what they ought to by any means, and a good many fellows who have been back of the counter for years, and know the peculiarities of the cigar trade, believe that there won't be any improvement until after the election, and may be not then. Chances are that a lot of economists will have got so used to smoking cheap that they won't want to loosen up again.

"Men who used to come in here regularly and buy a box of good cigars," one dealer said to me this week, "will slink in now and get a quarter's worth of five cent cigars, or if they happen to feel flush, may spend a half dollar. They make 'em last, too, so I don't get any benefit from the difference in the box price."

I was talking with another old dealer this week about the situation, and incidentally mentioned that a number of dealers were putting in a line of pipes, some of them conservative firms who had hitherto refused to have anything to do with such (what they considered) side lines.

"Well," said the dealer, grinning at himself in the glass, "you mark my words, those people will find out all too soon that they've got more of a pipe line than they bargained for. I know all about pipes, and it's a bad game unless you can make a regular department of it and hire a man to manage it and do nothing else. If you think you can afford to do that, you are all right.

"Why? Well, I'll tell you why. There isn't a pipe in this place, but suppose there was a show case full over there. It's filled with a good assortment of pipes of the best grade. There is enough trade at this cigar counter to keep two of us fairly busy. A man comes in and wants to look at pipes. Me to the pipe counter.

"Now, we're not talking about cheap pipes. There isn't any money in them and it is impossible to build up any decent custom. A confirmed pipe smoker always buys the best pipe he can afford and never buys it in a hurry. Of course, he can't actually try it first, but he wants to satisfy himself in every other way before he plunks his money down.

"Well, here I am over at the pipe counter, passing out pipes to this possible customer. He wants a pipe and is prepared to buy one if he can find one that just suits him. But he probably has a dozen or more at home already, and in very few cases is he buying because he wants something to smoke right away.

"This man is only shopping, and I've got to be just as courteous to him whether he finally decides to hand over his two or three dollars or not, as if he were buying a $7 box of cigars every minute.

"Why, speaking of shopping for pipes, there is a priest in Philadelphia who has visited practically every store in the city that sells pipes, and declares, as a result, that there isn't a decent pipe, or at least one that suits him, to be had. He is trying to get one somewhere else now; but think of the clerks' time he has wasted. Of course, in a way, he had a right to waste it, because he had just as much right to examine the stock as he did to refuse to buy what didn't suit him.

"But it's all in line with what I say. Before I came to this store, more than once I spent from thirty to forty-five minutes on a pipe shopper at a time when I figured out I could have sold $100 worth of cigars at the other counter. Naturally we didn't lose all that trade by my absence, but we lost some of it.

"If you want to pay a man a salary to spend all his time back of the pipe show case, all well and good; but it's got to be a man who knows pipes if he's going to do much business for you, and I for one, don't consider that I can afford it.

"No, sir," concluded the dealer, shaking his head wisely, "not any in mine. And in a short time you will be able to hear the same opinion from these fellows who hope to make up for reduced cigar sales by this new line."

THE OLD SALESMAN.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

German Scientist Claims to Remove Poison from Tobacco.

A German, of Halle, has been conducting a series of experiments with tobacco leaf, and claims to be able to put the leaf through a process which removes every particle of the poisonous principle. He says that when he gets through with the tobacco he will have so destroyed the harmful qualities, without affecting its taste, that a babe could smoke a cigarette or cigar without experiencing any bad effects.

The experimenter takes the ordinary leaf and treats it with tannic acid, in such a way as to kill all the poison in the nicotine. The acid also kills the tobacco taste, and the leaf is therefore treated with a solution of wild marjorum, which is said to produce a very fair imitation of the original taste.

Some cigars made of tobacco thus treated were sent to scientists in the United States, and it is said that the taste was not at all bad, and that the cigar makes a very fair smoke.

A number of them have been smoked by children who never used tobacco before, and the children suffered none of the troubles that ordinary tobacco would have entailed.

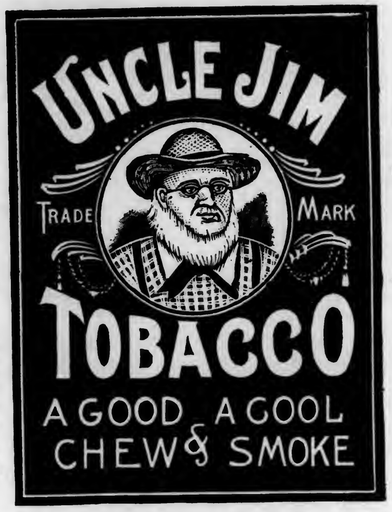
The German thinks his invention will do away with tobacco heart, nicotine nervousness and the half dozen other ills that are laid at tobacco's door.

—J. W. Gardner, Cedar Rapids, Ia., has sold his cigar factory.

OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.
Union-Made.
All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

W. C. Jackson,
Manufacturer of
Fine
Cigars
Factories No. 34 and No. 1596,
East Prospect,
Penna.
Correspondence with Wholesale Dealers and Jobbers Invited.
Telephone Connection.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade
Seed & Havana
Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

AN ACTIVE WEEK IN THE HAVANA MARKET.

Many Buyers on the Spot, But Prices Rule Moderate. May Soon Be a Scarcity of Choice Factory Vegas.

[Special Correspondence of The Tobacco World.]

HAVANA, October 10, 1904.

Again a very active week has been the result of a large number of buyers on the spot, and while prices have in the main ruled moderately, the sellers being willing to meet the views of the buyers in order to lessen their holdings, it would be rash to count upon a further liberality for any length of time, as the receipts from the country are showing a steady decrease in the number of bales.

Choice factory vegas from the Vuelta Abajo are, however, readily taken at very full figures, and as the supply of such goods is limited, the present stocks may be exhausted sooner than some people imagine. While there may be no scarcity for some time to come, the standard of goods from which to select will be lowered and the late comers will have to be satisfied with the second or third choice, and eventually pay the same prices for such tobaccos as the early buyer did for prime leaf in every respect.

A few manufacturers have been complaining that the escojidas this year show quite a number of yellow and raw leaves mixed with the otherwise perfect tobacco, and while this fact has been noticed before, it is one of the few drawbacks of the 1904 crop, and the only consolation is that everybody else is in the same boat. The yellow leaves, however, have no bad taste, and the raw tobacco is bound to cure in time, or otherwise the manufacturers will know how to neutralize its effects by letting the stripped filler stay longer in the barrel.

Even the poor tobacco of the 1904 crop is far superior to the memorable 1902 growth, which never lost its crude taste, but which seems to have been worked up and consumed after all, if not for cigars, then for cigarettes.

Sales

amounted to 9,217 bales in all, or 5,532 of Vuelta Abajo, 3,137 of Partido, and 548 of Santa Clara or Remedios.

The American buyers have taken 5,768 bales; European exporters, 383, and the local cigar and cigarette factories, 3,066.

Transplanting is progressing; seedlings appear plentiful at $1.50 per thousand, and during the last few days rains have helped some localities, although it seems that there must be a cyclone in our neighborhood as the atmosphere is sultry and oppressive in the extreme, therefore too heavy rainstorms may be liable to do damage even if the cyclone should not sweep over our Island.

Buyers Come and Go.

Arrivals: Max Wengler, of Wengler & Mandell, and B. Spector, of Spector Bros., Chicago; M. Rodriguez, of Rodriguez & Tejeiro, Robert E. Lane, of Cifuentes & Co., Sol Hamburger, of Hamburger Bros. & Co., Louis Schram, of M. Herzog & Co., A. Guedalia, of Guedalia & Co., and David del Monte, of David del Monte, all of New York; Henry Esberg, of Esberg Gunst Co., and Frank Sanchez, of Sanchez y Hermano, Tampa.

Departures: Laureano Sanchez, for Tampa; H. Rosenberg, for Philadelphia; Henry Esberg and William H. Lightburn, for Key West; Carl Schroeder, for Bremen, via New Orleans; Jose Rocha, for Brooklyn; Francisco Fonseca, M. Kline, Avelino Pazos, Alfred and Victor Ettlinger, Louis Cantor, and A. Bijur, for New York.

Havana Cigar Manufacturers

are fairly busy, although the trust is said not to work strongly in all of its factories. On the contrary, only the largest of them are doing well, while the majority have discharged cigarmakers for want of sufficient orders. The large independent factories are working with full steam and taking on new hands continually. The smaller manufacturers are complaining that business is not what they had expected it to be at this season of the year.

H. Upmann & Co., Cifuentes, Fernandez & Co., of the Flor de Tabaco de Partagas Co., Rabell, Costa, Vales & Co., of the Ramon Allones and Cruz Roja, Behrens & Co., of the Sol, J. F. Rocha & Co., of the Crepusculo, Enrique Dorado & Co., of the El Rico Habano, Remigio Lopez y Hno., of La Mas Fermosa and Magnetica factories, are all well satisfied and have plenty of orders for the United States, London, Germany, Canada, South America and Spain.

Buying, Selling and Other Notes of Interest.

William H. Lightburn, Vice President of the Cortez Cigar Co., has purchased 1,200 bales of Vuelta Abajo and Partido leaf.

Bruno Diaz & Cia. report 1,400 bales of Vuelta Abajo and Partido as sold to Northern and local factories,

H. Upmann & Co. shipped 800,000 cigars again during the past week.

Garcia y Ca. have had a very busy week, although Don Manuel Garcia is rather averse to giving any exact information; it was learned from other sources, nevertheless, that this firm must have disposed of fully 800 bales of their choice Vuelta Abajo leaf.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMMEL.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y C^a
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

Avelino Pazos, when spoken to by your correspondent, stated that he had not sold A SINGLE BALE for the past three months, but the merry twinkle in his eye indicated that he was only too modest to give in figures the large number of bales turned over by him. A. Pazos y Cia. have been extensive sellers and buyers in the country, still holding a fair stock to supply their customers during the winter.

Alfred Ettlinger has purchased 2,000 bales or more of the best Vuelta Abajo tierra llana tobacco direct from the farmers in the country for his firm of Emanuel Hoffman & Sons, New York.

Jose F. Rocha disposed of 600 bales of Vuelta Abajo to local and Northern customers.

Joaquin Hedesa had finished his escojida and now has a fine lot of light colored wrappers from the Tumbadero district ready for distribution among his customers, besides a choice Artemisa packing.

Sobrinos de Venancio Diaz turned over 450 bales of Vuelta Abajo and Partido.

Jorge & P. Castaneda will commence planting tobacco on the 15th inst. upon their various farms in the Tumbadero district. They sold 350 bales of Vuelta Abajo and Partido.

Mark A. Pollack has been a very busy man, having three of his customers to attend to, and having acquired between 500 and 600 bales for them last week.

G. Salomon y Hermanos disposed of 398 bales of Vuelta Abajo, Partido and Remedios tobaccos.

A. Bijur is known to touch only the cream of Vuelta Abajo leaf, and price is less an object to him than to obtain the very best of each crop that can be found upon the Island of Cuba He was a heavy buyer of such goods, and left well pleased, per steamer Morro Castle.

Jose Menendez turned over 350 bales of Vuelta Abajo and Partido.

Muniz Hermanos y Cia. report no sales, but have some large transactions pending.

Frank Sanchez has been securing quite an amount of choice Vuelta Abajo leaf for his factory.

Loeb Nunez Havana Co. sold 350 bales of Vuelta Abajo and Remedios.

Suarez Hermanos have some good sized trades pending.

Jesus Pando was a seller to the extent of 330 bales of Vuelta Abajo.

S. L. Goldberg e Hijos had a good week attending to their customers.

Rabell, Costa & Co. disposed of 268 bales of Vuelta Abajo and Partido.

A. M. Calzada & Co. closed out 100 bales of Vuelta Abajo.

Pando Garcia, and his brother Don Ramon, have arrived from Spain.

Sobrinos de Antero Gonzalez did not wish to report any sales this week, although it stands to reason, from the large number of buyers who are constantly flocking to their warehouses, that they must have made some good sales, as surely the buyers do not come simply out of curiosity to look at tobaccos.

Receipts From the Country

	Week Ending Oct. 8. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,747	200,139
Semi Vuelta	707	15,436
Partido	1,108	52,275
Matanzas	—	201
S. Clara & Remedios	1,792	54,697
Santiago de Cuba	28	616
Total	10,382	323,364

Leaf Prospects Good in Milwaukee

Nickel Cigars Getting Poorer in Quality on Account of Imitation Cedar Boxes

Milwaukee, Wis., Oct. 17.

The big leaf tobacco houses here all report activity lately, and things look good for a brisk fall and winter business. Down along East Water street where the packing and sorting houses are plenty, everybody seemed busy, and managers of the sales freely said that salesmen were meeting with fair success, something that they would not say a month ago.

Buyers returning from the Edgerton and Stoughton districts are reporting leaf in plenty and that any quantity can be had if the cash is in sight. Manufacturers South of here, and from other States, are looking for better business this fall than ever. They point to a quiet trade the past three months, and while plenty of smoking material has been sold, still the quantity in each case has been smaller than the average year. Up in this section of the country there have been good crops of everything, and everybody seems to be well heeled with money.

Among the big houses here where greater activity is looked for this fall, are Englhardt Bros., The Hochstein Leaf Tobacco Co., and Wetzler, Sachs & Co.

One thing noticeable in this city, is the lack of good 5 cent cigars. There are a lot of old and new brands on sale at most of the places, but somehow or other they haven t got the taste they once had. This is the opinion of old time smokers. There is, of course, a great deal in the manner they are packed. The imitation cedar isn't cedar by any means, and this is the reason why some of the old brands do not taste the same as they did when they first came on the market. One of the manufacturers here explained that the retail dealers are always yelling for cheaper cigars, in price, but better quality of tobacco. Some of the larger manufacturers can put up goods at a small cost, and those who are not so fortunate, and still have to make a living, are compelled to sacrifice something, and it is usually in the box. A leading cigar box manufacturer said:

"You would be surprised at the stories some of our customers tell us They want cheaper priced boxes, so that they will not have to sacrifice the leaf or filler they use in their cigars. They do not seem to take into consideration that a good box is as necessary as the tobacco they use. As long as they get good clear cedar, and use first class tobacco, they can rest assured that their cigars will be standard right along. But when they get a poplar box with a little imitation cedar color, and put good stuff in them, something is going to happen. The man, who knows his business will look at the box to see if it is cedar or whether it is just plain wood. Ninety nine persons out of every hundred don't know the difference between pulpwood cheese boxes and mahogany piano cases, no matter how much they know about tobacco."

Fred Eckert, of Viroqua, Wis., was in town today and he said the tobacco crop in that section was the best in many years. "This is excellent tobacco weather," said Mr. Eckert. "The crop looks exceedingly good for this time of the year and prospects are that it will be as fine a crop as it will be large. However, so many things are liable to happen that it is no easy matter to make a forecast of what the result of the planting will be. A hail storm of a minute's duration will wipe out a summer's work. ANDERSON.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 03 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Deventer.

M B

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
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NEW YORK

E. J. SCHOENER & CO.
CABLE ADDRESS "TACHUELA"
IMPORTERS & PACKERS OF
LEAF TOBACCO
108 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK,
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Oct. 17.

The proposition which the Metropolitan Tobacco Co. made some of the New York jobbers to throw out all independent goods in return for glittering rewards promised them, has not had much lime light shed on it during the week, most of the jobbers and of course the Metropolitan Co. maintaining a condition of absolute silence.

The Company seems to be gunning more for the East Side jobbers and a number of these held a rather warm session for purposes of discussion and reached the somewhat haughty conclusion that they would better demand a ten year contract and a weekly guarantee of $75. But this demand is by no means granted as yet and won't be unless the jobbers were to make a concerted stand that would really impress the Metropolitan Company.

Nobody doubts that the majority of jobbers, East Side and elsewhere, would like to stick to the independent manufacturers, if they could manage it without any sacrifices, but such a course does not now seem possible. The New York Retail Cigar and Tobacco Dealers' Association talked the matter over at its meeting last week and A. D. Schulz was responsible for the statement that the Metropolitan Co. extended its proposition to jobbers in Newark and Jersey City. Some of the members were not inclined to attach much importance to the matter but others said they had heard enough to induce them to take it seriously. Whatever jobbers decide to go along with the Metropolitan will not make the fact any more public than they are obliged to.

• • •

The Metropolitan Tobacco Co has reinstated Gessner Bros., of Brooklyn, who were recently cut off. The Gessner people can have whatever goods they want now, but no statement is obtainable as to how they fixed it up.

• • •

Vice Chancellor Pitney's decision in regard to the American Tobacco Co.'s merger scheme was considerable of a surprise to those who have noted the Vice Chancellor's previous hostile attitude toward trust schemes or any consolidation propositions that savored of trust. When he calmly announced in rendering his decision that the complainants would benefit instead of lose by the merger, there were those among counsel present considerably electrified.

The Vice Chancellor's decision reviewed the case very thoroughly and the remarks referred to in the above paragraph were uttered at the close. He said: "I think the plan is a fair one and that the bonds to be issued by the new company and to be substituted for the bonds held by the complainants are a great deal better. I am convinced of it, and my friend the able counsel for the complainants, did not succeed in getting that conclusion out of my mind during his very able argument."

• • •

The Waldorf-Astoria Segar Co. has invaded the manufacturing field in order to keep up with its big retail trade. The Company opened two factories this week, one on Pearl street, this city, the other in Key West. It is the purpose of the Company to manufacture clear Havana cigars from selected tobaccos. The Pearl street factory will turn out La Magnita brands in different sizes and the other factory will make Armas de Oro, La Flor de Sigmund Rothschild and Siegfried.

• • •

Ernest J. Mast and Maurice Eller have filed petitions in bankruptcy individually and as members of the firm of E. J. Mast & Co, cigar manufacturers, of 84 Cortland street, with liabilities of $297,104 and assets of $4,334. Of the liabilities $3,596 were secured by merchandise. The partnership was formed January 1, 1901, and the firm made an assignment on November 11, 1903, at the time of the trouble of Sutter Brothers, who held $40,000 of their accommodation paper. Sutter Brothers appear as the largest creditors, $66,028.

• • •

The creditors of the firm of Snyder & Goldstein, retail cigar dealers at 531 and 1290 Broadway met some days ago and considered a proposition which the firm made to settle at the rate of twenty-five cents on the dollar. The majority of the creditors accepted the proposition and gave permission to Mr. Goldstein to retire from the firm, the liabilities being assumed by his partner who is expected to carry on the business. Snyder & Goldstein have been one of the firms to buck hard against the trust, their chief weapon having been price cutting. The liabilities amount to about $10,000.

• • •

The United Cigar Stores Co. opened a branch at Broadway and Thirty-fourth street from which to distribute its premiums. To call attention to the opening, premiums were given on the first day for about half their designated value in coupons.

• • •

The Onarga Sigaret Co. has put a new cigarette on the market called the Nagypte for ten of which the consumer has to pay fifty cents. The trade gets them for $40 a thousand and the blend is guaranteed to be very superior.

• • •

A. Selgas, of Selgas, Suarez & Co., importers of Havana tobacco, is on his way to his old home in Asturias, Spain, which he has not seen since he was a child. Mr. Selgas is accompanied by his wife and expects to remain abroad until the holiday season.

• • •

Internal Revenue Agent Sensel is out hot foot for box stuffers and made two more arrests during the week. James Frawley, of 1580 Third avenue, and J. Marlner, of J. Marlner & Son, of 568 Grand street, were taken into custody and bound over in bail at preliminary hearings

• • •

M. W. Berriman, of Tampa, is in town and expects to spend some weeks here. He says prospects are good in his town.

BUCK.

MANY MEDALS FOR YORK COUNTY.

Cigar Manufacturers' Products Win Out at St. Louis Fair.

York, Pa., Oct. 17, 1904.

York county manufacturers are greatly pleased as the result of telegrams sent them by the Winget Manufacturing Co. at the St. Louis Fair, announcing that a large percentage of medals have been received by Pennsylvania manufacturers. The Winget Co. is managing the Pennsylvania cigar and tobacco exhibits.

The telegram as received by a number of manufacturers, read: "Congratulations are in order. You were awarded a —— medal." The word medal is preceded by the adjective gold, silver or bronze as the case may be. The results show seven gold, twelve silver and thirteen bronze medals awarded in Pennsylvania, most of them in York county, which is considered a splendid showing when it is remembered that the manufacturers were competing against the whole world, although York county not only makes 41,000,000 more cigars a year than any other county in the United States but manufactures 30 per cent of the cigars made in this country.

The York Dispatch prints the following list of awards:

Gold Medals

B. F. Able, Hellam, Pa., on cigars; J. B. Budding, York, Pa., on cigars; G. A. Kohler & Co., York, on cigars; Kohler, Snyder & Co., Yoe, on cigars; John Slater & Co., Lancaster, on cigars; Winget Manufacturing Co., York, on cigar machine; Winget Manufacturing Co., York, on bunching machine.

Silver Medals

Shively, Miller & Co., Pottstown, on cigars; M. Steppacher, Reading, on cigars; Chas. M. Yetter, Reading, on cigars; Porto Rico Cigar Co., Red Lion, on cigars; Geo. A. Buddy, Littlestown, on cigars; Edw. Neiman, Thomasville, on cigars; Holtzinger & Seitz, Red Lion, on cigars; G. W. Bowman & Co., on cigars; W. I. Mayer & Co., Pittsburg, on stogies; Hannan Bros., Pittsburg, on stogies; Jno. A. Peebles Manufacturing Co, Lancaster, on suction table; Winget Manufacturing Co., York, on bunching machine.

Bronze Medals

Winget Manufacturing Co., York, on bunch machine; D. F. Kaltrider, Red Lion, on cigars; H. A. Snyder, Littlestown, on cigars; Geo. W. Parr, Littlestown, on cigars; B. F. Newswanger, Lancaster, on cigars; Amos H. Spangler, Codorus, on cigars; J. E. Sherts & Co., Lancaster, on cigars; W. H. Raab & Sons, Dallastown, on cigars; Fred. Schlaeger, Columbia, on cigars; J. L. Demning & Co., East Greenville, on cigars; Western Cigar Co., Pittsburg, on stogies; Samuel Smith & Sons, Pittsburg, stogies; S. G. Singley, Moahlin, cigars.

York Notes.

S. A. Slenker, operating a union factory on South Water street, had been closed down some days but resumed operations today.

H. J. Blasser, representing the leaf packing house of J. H. Stiles, has returned from a western trip and reports satisfactory business. The volume of business done this year by the house is the largest ever experienced.

D. W. Hubley, of Thomasville, who recently erected a new cigar factory in that town, will soon place upon the market a number of fine grades of cigars.

H. F. Kohler, at Nashville, is unusually busy. Preparations for launching a new brand at an early date are being pushed forward. Labels are being lithographed and an entirely new and attractive package will be used.

Cornelius Snyder, of the Kohler Snyder Co. and of the Glatfelter-Snyder Tobacco Co., returned last Saturday from a western trip.

Herman Lutz, a cigar manufacturer of Winterstown, this county, died last week of lockjaw, which developed after an amputation of four fingers, crushed in a tobacco cutter. He had been thought to be improving steadily after the operation.

Trade is very good at Red Lion with most manufacturers, in fact many of the manufacturers have had a good steady trade all year

On November 1, next, Truman D. Shertzer will take possession of the new Shindler warehouse at Red Lion, which will be used for a leaf tobacco warehouse and also for the manufacture of scrap for cigar manufacturing.

M. Kalisch & Co. have succeeded in building up an extensive trade, since coming to Red Lion.

Chas. F. Smith, vice president, and Wm. L. Schaffer, a director of the American Leaf Tobacco Co., at McSherrystown, have both withdrawn from that company, and have engaged in the leaf tobacco business on their own account under the firm name of Smith & Schaffer.

Wm. F. Patterson, of York, formerly trading as the Eagle Leaf Tobacco Co., and Eagle Cigar Co., but later as the Penn Leaf Tobacco Co., in which he had associated with him A. M. Shepp, has discontinued business. An adjustment with creditors is imminent. Mr. Shepp, it is said, now represents W. E. Gheen, of Jersey Shore, a leaf packer and dealer.

CONSOLIDATED CO. FAVORS MERGER

Meet in Jersey City on Monday and Vote Nearly all the Stock for Combination.

The stockholders of the Consolidated Tobacco Co. met in Jersey City on Monday and voted on the question of merging with the American Tobacco and the Continental Tobacco companies. Out of a total of 400,000 shares of stock, 397,191 were voted in favor of the combination. The meeting was called to order by W. W. Fuller, counsel for the company.

This settles the matter so far as the attitude of the Consolidated Co.'s stockholders is concerned, but the merger cannot take place until the Court of Errors and Appeals decides the question as the result of an appeal against the dismissal on a technicality of an injunction against the merger argued on October 11 before Vice Chancellor Pitney.

The American and Continental companies held meetings in Jersey City on September 30 and voted to consolidate but an injunction was secured in Trenton on October 10.

—The Rogers Cigar Co., of Salt Lake City, Utah, has filed articles of incorporation. It is capitalized at $30,000.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
CHAS SMITH

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1866
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

CHARLES BOLLSTATTER,
Manufacturer of
∴Fine Cigars∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

IF IT'S MADE OF TOBACCO, WE CAN MAKE IT.

Keystone Tobacco Company

READING, PA.

Manufacturers of

Chewing and Smoking Tobacco

We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

C. A. Rost & Co.

Wholesale Dealers in
All Grades of

Leaf Tobacco

A Specialty of

Light Connecticut Wrappers and Seconds

Choice Assortment of

Seed Leaf Fillers & Binders

WISCONSIN & OHIO

Florida and Imported Sumatra and Havana

Red Lion, Pa.

F. M. HUNT. A. G. MARTIN.

HUNT & MARTIN

Manufacturers of

High-Grade Stogies

BETHESDA, OHIO.

Recommended for their Exquisite Aroma and Excellent Workmanship.

All Goods Strictly First-Class.

Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

IMPORTS OF TOBACCO, CIGARS, Etc.

Arrivals at the Port of New York from foreign points during the week ending October 18, 1904.

Fiume.—Stephens Bros., 100 cases tobacco; M. L. Herzog & Co., 750 bales tobacco.

Frontera—Jas. E. Ward & Co., 17 bales tobacco.

Havana.—Trinidad Shipping & Transportation Co, 10 barrels cigarettes; W. R. Grace & Co., 1 case do; A. Hollander & Co., 1 case cigars and cigarettes.

Liverpool—American Tobacco Co., 1 case tobacco.

E. P. Cordero 25 bbls.
E. Regensburg & Sons 24 "
F. Miranda & Co. 11 "
Carl Vogt's Sons 10 "
S. L. Goldberg & Sons 10 "

Str. Esperanza, arrived Oct. 15: 335 bales.)

Jas. E. Ward & Co. 123 bales
J. Bernheim & Son 88 "
C. Munio 80 "
B. Castellanos & Co. 44 "

SUMATRA TOBACCO.

Str. Noordam, arrived Oct. 18. (728 bales; 5 cases.)

E. Rosenwald & Bro.	176 bales
A. Cohn & Co.	118 "
L. Friedman & Co.	90 "
H. Duys & Co.	87 "
G. Falk & Bro.	39 "
United Cigar Manufacturers	33 "
S. Rossin & Sons	31 "
Fourth St. National Bank	31 "
L. Schmid	30 "
F. & E. Cranz	26 "
Company's General Agent	25 "
Pretzfeld & Co.	19 "
J. Hirsch & Co.	18 "
E. Spingarn & Co.	5 "
American Cigar Co.	4 cases
S. Ashner	1 case

HAVANA TOBACCO.

Str. Morro Castle, arrived Oct. 11: (2,692 bales; 390 cases; 80 bbls.)

Jas. E. Ward & Co.	1,438 bales
Alex. Murphy & Co.	389 "
E. Hoffman & Sons	148 "
Carl Vogt's Sons	104 "
Weil & Co.	100 "
L. Sylvester & Son	67 "
R. Gonzalez	62 "
F. Miranda & Co.	42 "
American Cigar Co.	40 "
Rollin H. Mills	40 "
D. Heria & Co.	37 "
Carlos, Garcia & Co.	37 "
M. W. Mendel & Bro.	37 "
J. Bernheim & Son	31 "
Edward Arendt & Son	30 "
A. Rocha	22 "
Simon Batt & Co.	18 "
Juan Alvarez	17 "
Ghio & Rovira	16 "
Leonard Friedman & Co.	10 "
Calixto Lopez & Co.	4 "
A. Gonzalez & Co.	3 "
J. E. Ward & Co.	390 cases

HAVANA CIGARS

Str. Morro Castle, arrived Oct. 11: (267 cases.)

Havana Tobacco Co.	222 cases
Park & Tilford	19 "
G. S. Nicholas	11 "
Waldorf Astoria Segar Co.	8 "
C. H. Wyman & Co.	3 "
A. Hollander & Co.	2 "
G. W. Sheldon & Co.	1 case
W. R. Grace & Co.	1 "

Str. Esperanza, arrived Oct. 15: (28 cases.)

Jas. E. Ward & Co.	23 cases
National Cuba Co.	5 "

PORTO RICAN TOBACCO.

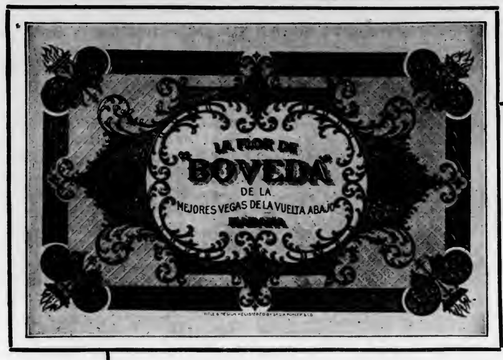
Str. Coamo, arrived Oct. 15: (17 bales)

G. W. Sheldon & Co.	15 bales
Melchoir, Armstrong & Dessau	2 "

PORTO RICAN CIGARS.

Str. Coamo, arrived Oct. 15: (515 cases; 7 boxes.)

American Tobacco Co.	334 cases
Am. W. I. T. Co.	40 "
West Indies Cigar Co.	35 "
Mateo Rucabado	24 "
Order	21 "
G. W. Sheldon & Co.	12 "
A. S. Lascelles & Co.	10 "
L. Daussa	8 "
American Tobacco Co.	8 "
Victor Malga & Co.	7 "
Cayey Caguas Tobacco Co.	3 "
Rojas, Perez & Co.	3 "
A. Besoza & Co.	3 "
J. P. Egbert & Co.	2 "
E. D. Depew & Co.	2 "
F. L. Palmieri	2 "
M. Mendez & Co.	1 boxes
American Express Co.	3 "
T. A. Mead	2 "
Cadiz Cigar Co.	1 box
W. H. St. Elmo	1 "



Geo. A. Kohler & Co.

Manufacturers of

High Grade Seed and Havana

Cigars

Correspondence Invited.

York, Pa.

Boveda, All Havana. **Lord Playfair,** Seed and Havana.

Nat Wills, **Montello,** Five Cent Leaders.

Samples to Responsible Houses.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, OCT. 19, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

TRADE OUTLOOK NOT SO BAD.

In a number of sections of this country reports have come forth of dubious business conditions, of a continued stagnation in trade, in short of the general slump which is supposed inevitably to precede election. There are also to be heard well defined reports describing a very prosperous condition.

As a matter of fact, if it were possible to prepare a table of statistics showing actual facts and figures concerning the relative condition of trade in the United States at the present writing, it is extremely probable that no great depression would be noticeable.

The pre election bugaboo works out its own fulfillment in a great many cases. So many business men have convinced themselves that their business must come to a trembling standstill before an election that is to any extent uncertain that they "lie down on their job" as November approaches and direct their attention to hard luck stories.

The tobacco business seems to be in fair shape in the United States. Discounting possible optimism for trade purposes, correspondents throughout the States think they have a right to expect a prosperous season, and while grumblers are by no means hard to find, the complaints voiced by these will usually be found to be chronic.

The Government of the United States has long been sufficiently settled to preclude any possibility of belief that a change of administration would generally disrupt business. Things always run along just the same after March 4, and the banks keep on doing business at the same old stand.

BABY MUST SOON HAVE HIS PIPE.

If the ingenious German, told about in another column, has good luck in getting his recently completed experiments recognized and accepted, we may logically hope soon to be able to cease worrying over the health and morals of the small boy who persists in his use of the forbidden but seductive cigarette.

Indeed we can reasonably expect the boy to graduate from the pale, tiny cylinders to the big black cigars that uncle smokes. The German declares that after he has put the tobacco leaf through the special process which he has devised, a babe will be able to smoke a pipe, a cigarette or a cigar without any consequent indisposition.

Let everyone hope so; for in addition to benefiting the consumer directly, the new condition would react favorably upon the tobacco business by increasing consumption.

When father and mother go out shopping the week before Christmas, and must get a lot of things for little Frankie, they find that they have been given a wider variety of gifts that are "always acceptable."

Mamma looks disgustedly at a rocking horse papa points out and remarks that Frankie has two. "I'll tell you what we'd better do," she says. "I m sure our darling wants a new meerschaum. He's only happy when he's coloring them, and I know he'll be so pleased to find one in his dear, little baby sock on Christmas morning."

"Well, we'll get him a pipe," says hubby, and a box of good cigars. What do you say?"

"Yes, but be sure and get clear Havana, or baby won't touch them You know Frankie was so disgusted, he nearly had a spasm, the day he smoked that horrid five center the Brown baby gave him."

AT a recent meeting of the women and men cigarmakers of Banner street, St. Luke's, who were locked out by the Imperial Tobacco Co., the English trust, on account of a dispute over trade customs, the leader of the meeting announced that he had received a sovereign from a shareholder of the Imperial Tobacco Co., which he said was sent as conscience money, and which was accompanied by a courteous wish for success to the cause.

There is a rumor which could not be traced to any authoritative source, that the stockholders of the American Tobacco Co., bitten with remorse, will shortly follow this noble example and send out five-spots to help along every cause which is now in opposition to them.

W. K. GRESH MEETS DEATH IN ACCIDENT,

Wealthy and Well Known Norristown Cigar Manufacturer Struck Down by Horse in Front of His Factory and Died in Few Minutes—Funeral to Take Place Saturday.

W. K. Gresh, one of the best known and oldest cigar manufacturers in Pennsylvania, was run down by a horse and wagon, while he was crossing the street in Norristown yesterday morning and so badly injured that he died shortly after he was removed to his home.

News of the sad accident came as a terrible shock to the trade among which Mr. Gresh was universally known and heartily liked, especially by the older men. The horse which knocked the manufacturer down was being driven by a woman, who was terribly distressed by the affair and insisted on remaining with the injured man until he died. Except for the fact that she lost her presence of mind, no blame is attached to the driver.

The affair happened about half past seven in the morning. Mr. Gresh had paid an early visit to his factory and was about to return home to prepare for an automobile ride with one of his sons. He started to cross at Carson and Marshall streets, not seeing nearby, a horse attached to a country wagon. A train had just passed and the animal, frightened into a prance, knocked Mr. Gresh violently to the ground, where the wagon struck his shoulder. He was carried to his home. Death ensued very shortly, and was thought to be due more to shock than any other injury.

Mr. Gresh is survived by a widow, one daughter, and two sons. E. P. Gresh, another son, who had been prominent in the firm, died about a year ago. The father, and founder of the firm of W. K. Gresh & Sons, was born seventy-one years ago and entered the tobacco business about 1861. His first venture was a small one in his original home in Worcester, Pa., where he grew his own tobacco and then manufactured it

Mr. Gresh managed his business so successfully that he decided to seek a larger field of operation and in 1870 moved to Norristown where he built a cigar factory in the rear of his dwelling at 332 West Marshall street. Prosperity continued and this building was enlarged, later again enlarged, and then forced to give way to still larger quarters over the Market House at Chain and Marshall streets.

It became advisable to move near a railroad and the present factory at Carson and Marshall streets was established. Mr. Gresh took his sons into the firm in 1886.

Mr. Gresh's health has been failing for some time and only today he was to have consulted a specialist, as a result of troublesome indigestion.

He has not visited the factory regularly for nearly five years, although not content to remain idle, he would frequently go through the entire building and occasionally lend a hand on some temporary repair work or other that might be baffling the workmen. He won the friendship of all with whom he came in contact and will leave a host of mourners.

The funeral services will take place on Saturday afternoon from the late residence at 332 West Marshall street, interment being made in the family vault in Montgomery Cemetery.

REVOLT AGAINST TRUST IN INDIANA.

Many Heretofore "Loyal" Jobbers Revolt Against Arbitrary Order.

Indianapolis, Ind., Oct. 17.

The Continental Tobacco Co. is being kept busy in Indiana, upholding what it considers its own, many of the local jobbers who have been handling trust goods almost exclusively having revolted at an order from the trust not to fill any orders for independent goods, even when they are unsolicited, on penalty of being blacklisted and losing their extra commission of 2 per cent or perhaps having their supply entirely cut off.

A local wholesale grocery firm which had been selling independent goods was cut off a few days ago and now has to go out on the street to buy enough to fill its orders, of course being obliged to pay full jobbers' prices. Not a single one of the dealers in the trust's good graces have dared to make a sale openly to any jobber on the black list.

It is understood that one of the largest independent jobbing firms in the city have found themselves unable to stand the pressure and have gone over to the Continental Co., and as a result made a great effort to close out a large stock of independent goods. It is believed that this house could not withstand the temptation of an offer of 10 per cent rebate on sales in addition to the established 5 per cent jobber's commission.

The Continental Co. now insists absolutely that its jobbers must fill no orders for independent goods, and there is much grumbling among local jobbers who declare they are losing good customers right along. Many large orders have been lost from customers of years' standing, on account of a refusal to supply them with an occasional box of independent tobacco.

The trust makes answer that it has become necessary to draw a rigid line, and dealers say that as a result there may be a break between the Continental Co. and some of its best customers in Indiana.

Under the present arrangement local jobbers, who handle trust goods only, receive monthly checks amounting to 2 per cent of their sales, in addition to the regular commission of 5 per cent. The extra checks have not the same appearance as the others and the signature is not known to the jobbers. The remittance merely bears a memorandum to the effect that the amount is 2 per cent of the tobacco sales for the month, and as the banks ask no questions neither do the jobbers.

RAYMOND.

Philadelphia Tobacco Trade.

TO HELP INTEREST IN EXPOSITION.

The exposition committee of the Philadelphia Cigar and Tobacco Retail Dealers' Association held a meeting on Monday night and appointed a man to visit manufacturers and work up interest in the anti-trust exhibition to be held in Horticultural Hall during the week of December 12.

The committee expressed some dissatisfaction with certain manufacturers who have received three consecutive circulars relating to the exhibit and have not had the courtesy to acknowledge their receipt.

A goodly number of manufacturers were prompt in their reply, even those who were not able to come in on the affair expressing their regret and acknowledging the invitation.

The committee stated that some firms, however, to whom they had sent circulars, paid absolutely no attention to them which the committee considered showed a deficiency in business courtesy if nothing else.

BAILEY, BANKS & BIDDLE RUMOR FOOLISH.

Philadelphia dealers are smiling this week over a rumor published in a New York tobacco trade paper that a Chestnut street dealer intended to open a store in the Bailey, Banks & Biddle building, which as the report says, is one of the busiest spots on Chestnut street.

That any dealer, however sanguine, would have the temerity to rent much of the place for the purpose of conducting a cigar store, simply raises a ripple of laughter.

"I am told by good authority," said one prominent Chestnut street dealer, "that the rent asked for the Bailey, Banks & Biddle place is $30,000 a year. It would be absolutely impossible to do a business there that would pay the proportion of rent. I don't think anybody would be wild enough to consider such a venture for a minute, and I haven't heard a word about it outside of what I saw in the paper."

This man said that he had heard something about a proposition to divide the ground floor space in the building in question, so as to produce several small stores, although it was generally considered that it would spoil the place and give a number of undesirable fronts on the side street. In such an event though, it is possible that a cigar store would be installed.

LOWENGRUND'S DUKE OF KENT DISPLAY.

Notable among the retail cigar stores this week were the Lowengrund stores on account of the window display which Mr. Lowengrund made of his Duke of Kent cigar which is being pushed at a special price.

The display windows in each store were similar and decidedly striking. The effect was gained by the simplicity of the window, the pane of which was entirely backed by white paper. In the centre in a circle, the name of the cigar and price, and one or two other lines are printed in black and red letters, and in four or five places the paper is cut away just enough to allow a full, opened box of the cigars to appear. The window can be seen from a considerable distance.

BOX STUFFER HELD IN $1,000 BAIL FOR COURT.

The Internal Revenue Department of the First District of Pennsylvania is camping on the trail of a gang of cigar box stuffers, and Collector McCoach believes he has secured one of the principal offenders, by the arrest last week of Frederick Liverwell, rear of 910 Leithgow street, who has been in business about two months.

The United States Commissioner held Liverwell in $1,000 bail for Court at a hearing on Thursday at which the principal evidence against the man was given by Chief Deputy Wilkes to whom is due credit for the capture.

Mr. Wilkes met Liverwell in a saloon, where the latter, not knowing him, made a proposition to sell him 1,000 cigars of a certain brand for $32.25, the manufacturer's price being $35. The Deputy set a watch on Liverwell's place and when the proper moment arrived swooped down on him and caught him in the act of changing cigars and stamps.

Mr. Wilkes said that Liverwell was placing cigars bought by him from A. D. Killheffer, of Millersville, Pa., for $22 a thousand, in boxes that had contained cigars worth $35 a thousand. The revenue stamps he used were from the Ninth District. Of course Mr. Killheffer knew nothing of Liverwell's purpose when buying the cigars.

Liverwell told Deputy Wilkes that there were at least one hundred other men in the business, and that he had gone into it "to make a dollar." Other arrests will probably be made in a few days.

PEDDLER VICTIMIZES DOWN-TOWN DEALERS.

A number of down-town dealers are said to have been victimized during the week by a tobacco peddler who made glittering premium offers and, according to the report, got away with a large sum of money without filling any orders.

The man is said to have worked largely among the foreign dealers, soliciting orders for $50 worth of goods and offering as premium a silver service. He also offered other premiums, and when the dealer declined to spend as much as $50, he gave him coupons presumably good for premiums on the fractional amount.

The peddler gave an office address in a building not far from Sixth and Chestnut streets, and could not be found when called no. He is said to have secured a large number of victims, one man expressing the opinion that he must have collected as much as $5,000.

WORMS EATING ALL THE STOCK.

A retail dealer in Philadelphia was complaining this week of the deadly tobacco worm, which he says is worse in his stock just now than he has ever known before. He said he had been obliged to throw away the best part of a large number of boxes because he found the worms had been there first.

These parasites prey on expensive cigars, and after drilling a hole in the cigar set about demolishing the interior. Unless they are discovered soon they will make the whole boxful useless for smoking purposes unless the cigars are broken up for pipes.

The creditors of Dominguez Bros., against whom judgment for $58,000 was entered some weeks ago by George W. Bremer, held a meeting in the office of the referee in bankruptcy on Monday, and appointed Mr. Bremer as trustee. Mr. Bremer said that no statement could yet be made as to the affairs or prospects of the involved company.

With Manufacturers and Jobbers.

THEOBALD & OPPENHEIMER OPEN ANOTHER FACTORY.

The second new factory within eight days to be opened by Theobald & Oppenheimer, was put in operation on Monday at Trumbaursville, Pa., where the firm will run on its Quatility cigar. This factory will not be quite as large as the new one in Perkasie unless it becomes necessary to enlarge it. John M. Kolb, manager for the firm, will get the two new factories in full operation before he leaves for Cuba via Tampa.

BUSINESS WITH MANUFACTURERS UP TO NORMAL.

The majority of manufacturers were able to say this week that their business was up to normal. Some declared that they were doing considerably more than might be expected at this time of year irrespective of the campaign, showing orders to prove it, while still others who believed that trade was duller than it ought to be with them, agreed that things were picking up steadily.

The question was asked a number of the larger manufacturers whether the election scare really interfered with their business, and in practically every case the off hand answer was a negative one. A representative of one old firm, however, said that while it might not seem so on the surface, an examination of the relative condition of the books in past presidential years always showed some falling off.

This same man, though, said that he believed the depression was as much the result of precedent as anything else.

"We have got so much in the habit of believing that things will slow up before November every four years," said he, "that in many cases it produces what might be considered a business hesitation. Many men consider that they must go cautiously and look around them to see what the next man is doing.

"When you get right down to it there is no real excuse existent at this time for poor business, and I can readily believe those who say they are doing more now than usual. I think we are beginning to outgrow the campaign scare."

Judging superficially and as a casual visitor to the offices of several manufacturers there was undoubtedly a more generally busy air than a few weeks ago, and if such a point of view is worth anything, there is considerable more snap in the market.

W. S. Zczepankiewiecz, who has built up a good business on the Koscuiszko cigarette which he has been manufacturing at 2566 Richmond street, has sold out his business to Martin Grenbowicz, who will continue the business at the same address. The cigarette was named from a prominent Polish general and has a very large consumption among the Polish. It is probable that the manufacturer will resume business in another locality.

Joseph Vetterlein is about to leave for a two weeks business trip through the South. Reports from the Boston office of Vetterlein Bros. show that the New England business is picking up well.

The El Draco Manufacturing Co. will

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

FOR SALE—Two Scrap Bunching Machines, four Long Filler Bunch Machines, Molds, Cylinders, Table, Presses, Filler Trays, Cigar Trays, Scales, Labels, etc., in lots to suit. Apply at Factory Seventh and Washington streets, Reading, Pa. 10-5-r

WANTED—SPECIAL REPRESENTATIVE in this county and adjoining territorities, to represent and advertise an old established business house of solid financial standing. Salary $21 weekly, with Expenses advanced each Monday by check direct from headquarters. Horse and buggy furnished when necessary; position permanent. Address BLEW BROS. & CO., Department A, Monon Bldg., Chicago, Ill 9-28-e

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders { LIGHT HORSE HARRY | LK-DATA | LA PURISTA | INDIAN PRIDE | LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie, and Matthew Carey.**

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞ WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

I. E. STUMP & CO.
Wholesale Manufacturers of
High Grade Medium Priced **Cigars**
Red Lion, Pa.

Remember—the MELODIOSO is Our Leader.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
STABLISHED 1871. DALLASTOWN, PA.

open a new factory in about ten days at Sellersville, Pa., where the firm will manufacture its 5 cent brands. Manager Frank Comber said that the factory would employ all the hands it could get, to keep up with the rush of orders.

E. F. Law, a Lancaster manufacturer, made a flying trip to Philadelphia during the week to look after his business.

Victor Malga, of Victor Malga & Co., of New York, dropped into town this week, looking after his business interests.

Here and There With the Retailers

BARBER SHOP CIGAR STORE GOES OUT OF BUSINESS.

The cigar counter in the front of the "Sanitary Barber Shop" on Chestnut street between Broad and Fifteenth, dropped out of business during the week, and M. B. Murphy, who leases the floor, has not decided whether to go on with the cigar department. The counter has been conducted for about a month by a relative of Jacob Bayuk, but it is understood that Mr. Bayuk was back of him. On Thursday it was decided to discontinue.

The cigar store at Third and Arch streets, on the south-west corner, has changed hands, and is now being conducted by B. Sharlip, formerly of Sharlip Bros. Mr. Sharlip said he paid $600 for the stock and fixtures. He also has a place at Thirteenth and Moore streets, and will run the same general line of goods in the new store. The Third and Arch establishment was formerly owned by M. I. Lifshetz, of Tenth and Arch streets, who sold it not long ago to A. J. Perlove.

Among the Salesmen.

S. W. Levine, of the Vicente Portuondo Co., left this week for a trip through the Central States. Mr. Levine had just finished a trip for his house with good results.

M. Scheinfield, of 1601 Ridge avenue, made extensive purchases of real estate last week. His acquisitions are situated on North Seventh and Franklin streets.

Letters from Lester Newburger, who is South for Stewart & Newburger, apparently show business in that section to be unaffected by the campaign.

Victor Newman, well known in Philadelphia, has left his present employment and gone with Larus & Bros., of Richmond, Va.

Frank Pulver, of the Miami Valley Tobacco Co., was in town during the week and told a cheerful tale.

Jenkins, of Cuesta, Rey & Co., paid a visit to this city early in the week, and reported fair business.

Mosedale, of Sanchez & Haya, of New York, took in Philadelphia this week in a cheerful frame of mind.

Among New York salesmen who got into town during the week was Alces, for Simon Batt & Co.

W. B. McBurney, of Lozana, Nistal & Co., of New York, was in town.

BETTER OFFERINGS IN CINCINNATI.

Steubenville Dealers Join Hands With New Protective Merchants' Association.

Cincinnati, O., Oct. 17.

Offerings at last week's cigar leaf sales were 89 cases, the lightest for some time. As at the previous auction fine Zimmers and Pennsylvania wrappers and binders made up the bulk of offerings. There was a good attendance of manufacturers and competition was keen throughout, especially for medium and choice packings. Good Zimmers ranged 6¼@16 cents and choice cases of Pennsylvania from 8¼@11¾ cents. The limited supply of Dutch and Wisconsins was of a rather inferior lot and sold from 2¼@5¼ cents. The best features were 3 cases of fancy Havana wrappers. Under spirited bidding these realized $29, $46.25 and $46.50 per 100 pounds.

Napoleon Lajoie, the famous base ball player, who with W. R. Armour, manager of the Cleveland American League, conducted a cigar store at Cleveland, has sold his interest in the business to Mr. Armour.

A number of cigar dealers at Steubenville have become members of the Retail Merchants Association, a new organization which purposes to abate trade abuses, disseminate useful information, to expose fraud, and to assist members in collecting delinquent accounts.

The Nemeyer Tobacco Co., recently granted a charter, will build a factory at Findnly as soon as a suitable location can be secured.

H. M. Vore, whose store at Homer was recently destroyed by fire, has reembarked in business a few doors from the old site.

Lee Cahn, Union Trust Building, Cincinnati, is devoting considerable space in his show windows to the display of trays, jars, etc., covered with cigar labels. He reports that the fad of collecting bands is still the boom.

F. W. McMahan, who has conducted a store on Gallia street, Akron, for many years, has declined a flattering offer from the Continental Co., to go on the road again with their lines. In years gone by "Pop," as he is familiarly known, was one of the Continental's best men.

Federal Judge Cochran, sitting at Covington, Ky., handed down an order last Saturday in the involuntary bankruptcy case of the Cincinnati Tobacco Warehouse Co., against Sam J. Claxton, to the effect that the petition be consolidated with the voluntary petition filed by Claxton, at Frankfort, and that the whole matter be referred to the referee in bankruptcy.

The Ironton Cigar Co.'s new factory is turning out 45,000 stogies per day, according to S. A. Patterson, the manager of the establishment.

The Deisel-Wemmer Cigar Co., of Lima, O., has let the plans for the construction of a 60x80 foot addition to their factory, which will increase their output to 5,000,000 cigars a week and give employment to a half thousand more cigarmakers. The Deisel-Wemmer Co. has waged a two years fight against the trust which located an opposition factory here.

BUHRMAN.

Announcement

Our New Catalogue of Presents for the period ending Nov. 30th, 1905, **Will be Ready for Distribution about Oct. 15th.**

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

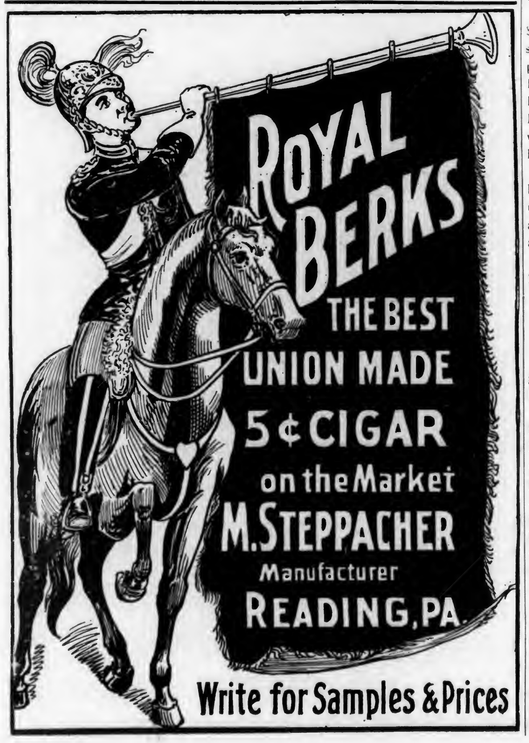
BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.



READING TRADE GOOD.

All the Factories are Working Large Forces On Full Time.

Reading, Pa., Oct. 18. 1904.

The cigar trade generally in this district is very good, and all the factories are working full forces. Numerous representatives of leaf houses are now visiting this section.

J. U. Fehr, of J. U. Fehr & Son, is viewing tobacco in Connecticut, and will put up a packing for his firm.

Mr. Berman, representing the Victor Thorsch Co. of Allentown, is visiting this city and is effectively exploiting the Bachelor cigar in this section. Some large poster signs have been put up throughout the city in aid of the work.

The bulk windows of J. U. Fehr & Son's store, at Seventh and Franklin streets, are this week given over to a display of the Don Rex 5c cigar made by P. H. Hilderbrand, of Reading, and the Keystone Buts, a product made by the Keystone Tobacco Co, of Reading, which is being energetically pushed here now.

Several Reading cigar manufacturers have been informed by the Winget manufacturing Co. that they have been awarded Silver Medals on their exhibits at the World's Fair at St. Louis.

BUYERS PAY 13 CENTS in LANCASTER

Rivalry in Tobacco Fields Results in Abnormal Prices.

Lancaster, Pa., Oct. 17.

The tone of the leaf market in old goods and of the 1903 crop is rather buoyant, and a fair trade is being done.

Increased activity prevailed among a few buyers of the new crop on the poles last week, and prices were run up perceptibly, from 11½ to 12½ cents being paid. For a time the buyers of the American Tobacco Co. seemed to have the field pretty much to themselves, but last week representatives of the United Cigar Manufacturers also took a hand, and prices began to jump, several lots being sold for 13c.

John Slater & Co., stogie manufacturers, have had a steady trade, and indications are that they will complete a banner year.

Martin Kinports, of Ephrata, is superintending the erection of a new cigar factory at Hopeland, Lancaster county, for the United Cigar Manufacturers.

J. G. Usner, R E. Jacoby and H. S. Kissinger, Rothsville cigar manufacturers, were prime movers in a Republican rally meeting at that place last Friday evening.

Chas. D. Brown, son of L. R. Brown, cigar manufacturer at West Earl, is on a Western business trip.

S. N. Wolf, of Wolf & Hackman, at Akron, has returned from a three weeks' trip to New York and the East, where he found trade fairly satisfactory.

A. N. Wolf, of Akron, will leave this week on a several weeks' business trip in the West.

W. S. Bare, of Lititz, recently booked an order for nearly a half million of his "The Doctor" 5 cent cigar, from a large distributing house in Western Pennsylvania.

A. P. Snader, of Ephrata, is busier than he had been for months.

A new cigar factory will soon be opened at Lebanon, by John H. Witter, of Newmanstown, who has secured a part of the old paper mill on North Eighth street, owned by the C. & L. R. R. Co.

HIGH PRICES FOR NEW ENGLAND TOBACCO CROP.

Many Growers Expect to Pay off Mortgages by 1904 Tobacco.

A report from Suffield, Conn., confirms the statement that 1904 New England tobacco is being sold at unusually high prices.

The report declares: The Suffield crop of 2,700 acres will net growers nearly $1,000,000. About 25 per cent of the crop is estimated to have been sold.

The three preceding crops of New England tobacco were unsatisfactory, and the 1904 crop comes upon a market depleted of desirable New England goods. Hundreds of tobacco growers will free their farms from mortgages this fall.

JUDGE LANDS HARD ON TOBACCO TRUST.

Charges the Grand Jury to Investigate Methods in Tennessee.

Nashville, Tenn., Oct. 17.

Federal Judge C. D. Clark delivered a vigorous charge to the Grand Jury here today, in which he called special attention to the tobacco trust. Prominence has been given to the tobacco corporation in this section by the efforts of Congressman Gaines to secure Federal intervention against its operation. Judge Clark said that complaint had been made that this trust had fixed the price at which growers must sell tobacco or remain farmers without a market.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Truman D. Shertzer,
Packer of and Dealer in Leaf Tobacco
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 Marietta, Pa. Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

WATCH
For This Space
Next Week.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

OFFICIAL CROP REPORTS.

Brief Extracts from Weather-Crop Bulletin of Department of Agriculture.

The following are extracts concerning the condition of tobacco in the States named, taken from the regular current weather-crop bulletin issued by the Department of Agriculture:

New England.—Excellent crop, curing well.

Pennsylvania.—Much late tobacco ruined by frosts.

Maryland and Delaware.—Practically all housed.

Virginia.—All secured, and housing and curing progressing.

North Carolina—Practically all housed.

Tennessee—Housed and cured in good condition.

Kentucky.—Early tobacco cut and curing well.

Ohio.—Mostly housed.

1904 PENNSYLVANIA VERY HIGH.

Farmers Holding Out for Stiffer Prices and Very Little Moving.

Although there is not a complete unity of opinion among Philadelphia dealers as to how easy it is to buy 1904 Penna. from the farmers this week, everybody agrees that all the growers are managing to get prices that are likely to be ruinous to the packers.

L. P. Kimmig, who has been over the ground, said yesterday that many of the farmers are refusing to sell at any price and on the strength of the short crop are holding on with the idea that they can get whatever they ask. Mr. Kimmig said that 10 and 12 cents had been offered and refused in several cases and that he had been told that even a higher price had been paid. Mr. Kimmig leaves this week to go through the tobacco district and try to buy what he wants.

George W. Newman, of Young & Newman, said that the farmers were selling when they could get as high as 10 cents, but they were not willing to take less than that.

"Their hopes of higher prices are doomed to disappointment," said Mr. Newman, "for the simple reason that packers cannot pay 10 cents, much less 12, and continue to do business. The farmers need not consider that the packers are obliged to pay prices in spite of themselves, on account of the scarcity of new tobacco, because sooner than pay more than they can afford the packers will use Wisconsin, or some other crop. To yield any profit the price to packers ought to be 7, possibly 8 cents."

PETERSBURG TOBACCO MARKET OPENS.

The Petersburg, (Va.) tobacco market was formally opened last Wednesday, but offerings have been very light during the week on account of the very dry weather. A little tobacco is coming in and prices are fair.

Trade-Mark Register.

BURNET HOUSE. 14,589
For cigars, cigarettes, cheroots and stogies. Registered Oct. 12, 1904, at 9 a m, by J. & W. Kerber, Cincinnati, O.

BERLIN HALL. 14,590
For cigars, cigarettes, cheroots and stogies. Registered Oct. 12, 1904, at 9 a m, by J. & W. Kerber, Cincinnati, O.

FOREST PLEASURE. 14,591
For cigars, cigarettes, cheroots and stogies. Registered Oct. 15, 1904, at 9 a m, by S. S. Watts, Terre Hill, Pa.

THE ORIGINAL 13. 14,592
For cigars. Registered Oct. 15, 1904, at 9 a m, by the Bear Sprenkle Co., West Manchester, Pa.

GRANUM. 14,593
For cigars. Registered Oct. 17, 1904, at 9 a m, by A. G. McLaughlin Lancaster, Pa.

PRIDE OF COLUMBIA. 14,594
For chewing and smoking tobacco. Registered Oct. 17, 1904, at 9 a m, by F. W. Hoch & Co., Philad'a, Pa.

SEARCHES.

The Push, Emy Lou, Delores, Capitola, Del Capano, Bellevue-Stratford, Auditorium.

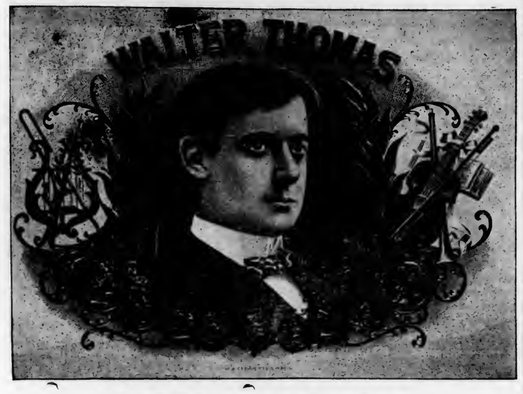
CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Jersey Lights, Lucke's Virginia, Crano, Tuscora, Trade Wind, Clean Smoke, Charles Finney Clark, Dorette, Even Swap, Cy Smith, Ben Brown, Milton C. Barlow, Chancellor Kent, El Inscripto, El Concento, Experientia, Coast Wise, Dippyville, Short Grin, Corning Fountain, Thomas Fairfax, Santa Gloria, La Caburita, El Cuna Cuna, La Adelphia, William Marshall, James Maxwell, Irvin McDowell, Sir Thomas May, Richard Mead, Jose de Mello, Hugh Mercer, Charles Merrifield, Hugh Michelet, Edmond Kirby Smith, James Russell Soley, Sir James Stephen, John Savage, George Saville, Joseph Saxton, Paul Scarron, James Yorke Scarlet, Arnold Schafer, Edgar Everton Saltus, George Sand, Ira David Sankey, Winthrop Sargent, The Flynn Cigar, The Florida Havana Cigar Co., The Crescent Cigar Co., Royal Seed, Royal Cheroots, Gold Miner's Puffs, Mexican Seed Stogies, Florida Seed Stogies, C. C. Co., You Can't Beat It for a Nickel, Don Savedra, Muskrat Club, Grand Elk Chief, Butler's Imperial, Iron Range, Upper Country, Lord de La War, Karolyn, Neenah, Don Ambrosio, Fatoum, Dona Rufina, Dona Syrena, Dona Sarafina, Don Fabia, Mad Cap, Yankee Bond, New England Bond, Alino, Almeto, Almeza, City Call, Sir Ralph, Providence Journal, Radiana.

—The Little Blackwood Cigar Co., of Indianapolis, Ind., has been incorporated with a capital of $10,000.

Superior Quality.
The Best Workmanship.



OUR TEN-CENT LEADER.

C. M. YETTER
Reading, Pa.
Manufacturer of
Fine Union Made Cigars

OUR FIVE-CENT LEADER.

Correspondence Invited
with the
Wholesale and Jobbing Trade.

Choice of the Market 10¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

TOBACCO GROWERS ADOPT RESOLUTIONS.

Another Step in the Movement in the South Against the Combine

The following resolutions were adopted at a meeting of tobacco planters held at Springfield, Tenn., a few days ago, in line with the movement against the trust, and serve to show the general tenor of the united movement in Kentucky and Tennessee. The resolutions were offered by R. K. Hill, and unanimously adopted:

"Roselved, That in order to better promote the aims of the farmers' organization and their interests, we believe the present crop of tobacco should be prized—prized in the old, honest way which first made the Clarksville tobacco famous the world over. Then arrange with the warehouses at Clarksville, Hopkinsville and Springfield and such other places as may best suit the shipper to receive, store and hold it for sale until such prices as may be fixed by the Executive Committee of the association can be obtained.

"Resolved, further, That in order to create a fund to meet any expenses which may accrue, and also a fund for our protection, we pledge ourselves to pay into the treasury of the association 50 cents on every $100 worth of tobacco of our present crop, whether sold through the agency of the association or otherwise.

"Resolved, further, That no liability shall fall on any member of the association further than that pledged in this resolution.

"Resolved, further, That these resolutions shall be presented by the Chairman of this county to the Executive Committee of the association for adoption, if deemed advisable by them, and with tobacco in our warehouses advances can be obtained on it, thereby enabling the share cropper and the less provident farmer to meet pressing demands, and enable the association to overcome a difficulty which has been looking them in the face."

PERMANENT PROFITS TO RETAILERS

United Kingdom Alliance in Fight Against English Trust Benefits Dealers.

The United Kingdom Tobacco Dealers' Alliance, of England, in its sturdy fight against the Imperial Tobacco Co., the English Trust, has adopted several schemes in its trade methods which bespeak an effective system. The Alliance realizes that it must combat perfected system with system and the arrangements which have been made in putting on the market the Alliance's own manufactured brands are made with the object of securing permanent profits to the retailers.

With this view, each of the manufacturers, when selected by the governing committee, were required to sign a deed binding them to allow the same profits in five or ten years' time as are shown when the goods are placed before the public next week.

Regulations regarding the selling prices also restrict the retailers from "cutting." Minimum selling prices have been drawn up, and should any attempt be made to break the regulations in this respect the Alliance will at once put a stop to it by refusing to supply the goods.

AMERICAN MACHINERY IN GERMANY

Labor Saving Devices for Manufacture of Tobacco, Produced in the United States, in Favor in Fatherland.

Washington, D. C., Oct. 17.

An American consular attache, in Germany, writing to Washington concerning tobacco manufacture in that country, says that the use of machinery of German, French and American designs is common in the better factories in Germany for all processes of tobacco and cigar manufacture where machinery has been practicable. Inquiries made at and by the American Consulate at Mannheim would indicate a desire on the part of the cigar and tobacco manufacturer in the locality to avail himself of labor saving devices as far as possible.

Ten trade journals devoted to tobacco are published in Germany and are extensively used for advertising machinery and other appliances used by the trade. The feeling of hostility and alarm aroused by the introduction of American and British capital, especially in cigarette manufacture, in Germany, has not wholly subsided.

The multitude of small manufacturers in country villages and elsewhere—over 7,000 factories and 200,000 workers, of whom 160,000 are on cigars—is referred to by the press as the surest defense against any general consolidation of the tobacco business of the Empire. Portions of Baden and that part of Bavaria known as the Rhine Pfalz form one of the largest and by far the most important tobacco region of the Empire. Baden itself leads all the German States in acreage planted in tobacco and in the importance of its cigar manufacture.

Recently published statistics by the department of factory inspection for Baden show that the number of cigar factories in Baden was 729, giving employment to 37,720 workmen, or more than in any other branch of manufacturing in the Grand Duchy.

AMERICAN TOBACCO COMPANY'S ADVERTISING.

According to Fourth Estate, a New York trade publication, the entire advertising done by the American Tobacco Co. will be handled by the N. W. Ayer & Son Agency, of Philadelphia.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection

J. A COLLINS. GEO. A. BUDDY.
The Littlestown Cigar Co.
LITTLESTOWN, PA.
Manufacturers of
Strictly Union-Made
CIGARS
OUR LINE:
Lord Bute, The Buddy,
Cuban Emulator, Union Riders,
General Post, Sweet Tips,
Pretty Nell.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
. . CIGARS . .
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

WESTERN CIGAR BOX MANUFACTURERS MEET.

Fall Meeting Held in Chicago and an Addition Made in Box Prices.

[Special to the Tobacco World.]

Chicago, Ill., Oct. 14.

The Western Cigar Box Manufacturers' Association held its fall meeting here on October 11, and representatives from all the States in that territory were present. Important action was taken toward box prices, an addition being made to the old price list, making a charge hereafter for private trimmings for boxes, as follows: $2.50 per ream for common, and $5 per ream for fancy. It was shown that while there had been a slight reduction in the price of cedar for boxes, there were additional expenses for labor, odd sized boxes, etc., which would about equal the cheaper lumber. R. J. Hayssen, of Milwaukee, is president of the association.

The members of the association almost without exception stand by the prices they quote, and every member gets a fair profit for his work.

One feature of these conventions is the attendance of the supply men. Among those who mingled with the Western Association members were the following: H. L. Sheip, H. H. Sheip Manufacturing Co, Philadelphia; J. N. Fossett, George D. Emery Co., Chelsea, Mass.; D. C. Gillett, Cuban-American Veneer & Transportation Co., Tampa, Fla.; Wm. Martin Altman, John J. Crooke Co., Chicago; "Johnnie" Schmitt, Schmidt & Co., N. Y.; Elmer Thatcher, Chicago manager for Geo. Schlegel, N. Y.; H. T. Whalen, the "string man," representing I. Curtis & Co., Chicago.

The annual meeting of the association, when officers will be elected, will be held in Chicago, in February, 1905.

H. L. Sheip, who is very popular among Western cigar box men, announced that on his return home from the present trip he is to be married.

ANDERSON.

LIGHT RECEIPTS IN VIRGINIA MARKETS.

Lynchburg, Va., Oct. 15.

The receipts of tobacco in this market continued very light for the week, the unfavorable weather continuing to knock the market in the head. Prices remained about the same, and all the new crop has been housed and cured. Practically the same report comes from Danville, nearly all the week's offerings being stripped tobacco, and a very slight tendency to better prices was noted. There was good inquiry for old tobacco.

There is little doing in the Richmond market and the exchange will not open until November 1. Agents and buyers of the trust make regular rounds and buy fillers direct from the farmers. Wrappers are bought on the floor of the exchange.

—The retail cigar business of Joe Price, of Parkersburg, W. Va., who has been adjudged bankrupt, has been taken by the Clendenning Company. The liabilities were large and assets nothing. Price will go on the road for a Baltimore firm.

RECEIVER FOR COMMONWEALTH TOBACCO CO.

New York Firm's Liabilities Exceed Assets by Nearly $700,000.

With liabilities placed at $772,000 and assets at $75,000, the Commonwealth Tobacco Co., of 232 and 234 East Forty-Third street, New York, and Lynchburg, Va., has been given a receiver. Vice-Chancellor Emery, at Newark, appointed Jerome Taylor as receiver, in a suit brought by George P. Butler, of New York, as stockholder and creditor. The complainant is a creditor for $50,371, money loaned to the company, and holds $276,000 of the debenture bonds of the company. The New York assets are estimated at $5,000.

The receiver must give bonds for $150,000 and the company is restrained from collecting or paying out money which may be due. Vice-Chancellor Emery also granted a rule for permanent receivership, returnable in Newark on Nov. 9.

The Commonwealth Co. was incorporated in New Jersey in April, 1902, with a capital of $500,000, which in February, 1904, was increased to $900,000.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Lichtenstene & Hale, tobacco buyers, have been around today asking one or two men, whose tobacco they had bought, to be sure and take down as much of their crops as they can handle if it gets damp enough to strip, for they are in a hurry to get a carload assorted and ready for the market as soon as it can be force-sweated and dried off enough to show. The truth of the story is that there is no stock in the market that the manufacturers desire to handle, and, as a consequence, they have been buying from hand to mouth just to keep square with their customers. It will be close to the first of January before any tobacco now hanging on the poles can be stripped and assorted and sweat and dried off and ready to show, and perhaps a longer time. It is not often that the buyer has to go around and ask the producers to take down their tobacco, especially in October, and early in the month at that. These things are only straws to tell the direction of the wind, so don't be in a hurry to sell a good thing too cheap, and don't be so foolish as to go back on a good thing. But try to get a good living price for your tobacco and do not be in any manner frightened, for if you have a good clean crop it will be wanted, every pound of it.

The news from the growers in all parts of the tobacco growing districts is very quiet; no recent sales of any importance

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Brownstown, Pa.
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La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
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LA ADELPHIA, 5-Cent
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Wholesale
Cigar Manufacturers
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Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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THEY WILL ANSWER YOUR REQUIREMENTS.

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OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

among the growers, or at least I have not heard of any, nor is there any account of any sales in the newspapers. So I think the buyers are holding off to let the growers cool down a little. I hope the growers will sense the situation correctly and understand that they are selling to an empty market, for if I can size up the situation right, there has not been so empty a market as exists today for a number of years, and what little the brokers have is mostly trash. By the appearance of the export statements, what is left is not "good" enough to ship, as the list for a number of weeks has not amounted to as many cases as I have seen in one week in other years when we had a lot of poor quality tobacco, the sales for export some weeks working up to 1,500 to 2,000 cases. So it appears that the shippers are only waiting for the new crop, the same as our importers wait for the new inscriptions to be offered in Holland of the Sumatra. But a good many cases of 1902 Pennsylvania have been dug up and sold the past week. I have heard this evening that quite a number of the farmers are taking down from one to two acres so they will have some to show. Some find upon examining their sheds that there are some stems that are fat. Well, let it hang, for it will dry down quickly after this damp time. About twenty acres of tobacco have been taken down at the Smith Farm, Feeding Hills. A few fine lots of seed leaf have been sold on West street at prices ranging from 17½@20c—American Cultivator.

EDGERTON, WIS.

There are buyers enough riding the growing districts these days to take over the crop in a very short time, if they were only as eager to do business as in other seasons. The entire buying force of the American Cigar Co. has taken the field during the week, and there are very few sections that are not pretty thoroughly canvassed. The effect of so many buyers chasing about causes farmers to hold firm prices, which in a measure accounts for the moderate movement. These conditions do not prevent the placing in the aggregate of a good many contracts at prices that rule around about 8 cents for the wrapper and binder grades. A few sample sales are:

Ben Sveon, 14a at 10 and 1c.
Frank Page, 10a at 8 and 2c.
Anthony Anderson, 5½a at 8 and 1c.

The remnant of old leaf in growers' hands is still being taken over quite freely, the following sales coming to notice:

John Bong, 14a at 6c.
John Rupee, 30cs at 8 and 2c.
Otto Loff, 30cs at 10 and 7c.
Erick Esse, 6a at 6½c.
G. O. Slinde, 6a at 5c.
G. S. Ginde, 5a at 6c.
Thomas Sanders, 35cs at 6c.

The week has brought too much rainy and cool weather to benefit the curing tobacco, and much of the late harvested needs a good deal of fine weather to see it safely beyond danger of fat stems.

Shipments, 550 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts continue to fall off, and are partly composed of shipments from other markets and warehouse transfers—thus counted twice—and were for the week, 92 hhds. Offerings on the breaks were 228 hhds: public and private sales, 372 hhds.

The quality continues poor, containing some of the dregs of the crop. The market was active, the diminishing stocks increasing the desire to secure supplies while they can be obtained, for which the time is now short. With the advancing tendency, Lugs were ¼c and Leaf ¼ to ½c higher. The rejections were few in number, as dealers propose to sell out clean this year, and carry over no stocks. All of the new crop will soon be cured, but planters will demand high prices. The loose tobacco market will open later than usual.

QUOTATIONS:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.50 to 6.75
Medium Leaf	7.00 to 8.00

HOPKINSVILLE, KY.
M. D. Boales.

Since last report market ruled strong, with only fair offerings. This week but little was done, as many buyers and sellers are at St. Louis. Sales since last report, 381 hhds, with a good demand.

Lugs—Low, 3 to 3¼c; Common, 3½ to 3¾c; Medium, 4 to 4¼c; Good, 4¼ to 4¾c.

Leaf—Low, 4¼ to 5c; Common, 5 to 6c; Medium, 6 to 7½c; Good, 7½ to 9½c; Fine Wrappers and Selections, 9 to 12½c.

Crop is all housed, and cured dark dark colors Light colors will be scarce.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
VERTICAL TOP
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Clarksville, Tenn

Business Changes, Fires, Etc.

California
San Francisco—E. M. Clayton, cigars, etc, sheriff's sale.

Idaho
Summit—B. Costello, cigars, etc., real estate mortgage, $350.

Illinois
Chicago—Geo. H. Baker, cigars, out of business.——B. Rel. Van Doozer, cigars, etc., out of business

Indiana
Indianapolis—E. S. Pike, retail cigars, sold out.

Iowa
Correctionville—John Rieckhoff, cigar manufacturer, bill of sale, $1,000.

Massachusetts
Boston—Frank R. Gion & Co., jobber and retail tobacco, chat. mortgage, $600, discharged.

New York
Buffalo—H. W. Biden & Son, wholesale and retail cigars, petition in bankruptcy.
New York City—Snyder & Goldstein, retail cigars, meeting of creditors.

Ohio
Miamisburg—Charles Andrews, cigars, tobacco, etc.; Andrews Bros. succeed.

Pennsylvania
Reading—Wm. F. Eidam, Jr., cigar manufacturer, satisfied mortgage, $900; created new mortgage, $1,000.——J. H. Kershner, cigars, tobacco, etc., satisfied mortgage, $225.

Texas
San Antonio—Dave Frank, cigars, tobacco, etc., sold out.

Washington
Tacoma—E. H. Nolte, cigars, closed. J. E. Dryer, cigars, chattel mtge., $200.

Wisconsin
Milwaukee—B. Baehnle, cigar mfr., warranty deed, $7,500.

PATENTS RELATING to TOBACCO, Etc.

772,205 Combined check holder and match plate; Martin J. Bevans, New York City.

771,977 Combined match safe and cigar cutter; Aaron Friedman, Chicago, Illinois.

771,870 Machine for applying tips to cigarettes; Richard Gabrielsky, Jersey City, N. J.

771,869 Machine for applying tips to cigarettes; Richard Gabrielsky, Jersey City, N. J.

771,941 Machine for sizing tobacco leaves; Henry Schumacher, Dayton, O.

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"CHICO"
KING of 5c. CIGARS
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PHILADELPHIA, NOVEMBER 2, 1904.

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THE TOBACCO WORLD

CHICAGO DEALERS ASK FOR HELP.

Appeal to Consumers, But New Scheme of Trust Causes Much Guessing.

Chicago, Oct. 28.

The war between local dealers and the trust is being continued, the independents conducting the most spectacular end of the fray. The trust invariably "moves in a mysterious way" in the accomplishment of its schemes, and that fact makes it impossible at this time to measure the progress of the contest.

Probably the most important gun fired by this side, up to the present, is the circular letter received in Chicago from the Continental Tobacco Co. which states in part: "We have formulated a new trade plan to take the place of our former allotment offer, and as this plan will go into effect on November 1, 1904, our present allotment offer is withdrawn, effective at the close of business October 31, 1904.

Just what the new scheme is cannot be learned yet, but it is believed that those who have accepted or who shall accept the "new trade plan" will be bound hard and fast, as the majority of jobbers who are now in on the allotment offer have been practically forced to push trust made goods to the exclusion of all others.

The present allotment offer is an agreement between the trust and the jobber of trust tobaccos and cigars, by the terms of which the jobber is obliged to sell a specified number of pounds of trust tobacco, or a specified number of cigars, within a stated period, under penalty of forfeiting a certain rebate, or percentage, which is likewise specified.

In addition to this the jobber entering into the agreement is obliged to show to the satisfaction of the trust that he has not cut the prices (which are dictated by the trust) before the check for the amount of his rebate will be forwarded by the trust.

Some believe that the new scheme will look out particularly for the favored jobber giving him opportunities to undersell independents.

In direct contrast to this quiet but business-like method of carrying on the fight is the campaign being conducted by the local dealers' association. The Chicago branch of the national association is even advertising in the daily papers in order that their appeal will be sure to reach consumers directly. The advertisement is as follows:

AN APPEAL TO THE CITIZENS OF CHICAGO.

PATRONIZE HOME MERCHANTS.

The Independent Cigar and Tobacco Dealers of this city appeal to all men in this community for their support and patronage.

A chain of retail cigar stores is being operated here by a New York trust. Any money that you spend in these stores is sent to New York, where the stores are owned.

Our association is composed of men who live in Chicago, pay taxes in Chicago, and who support Chicago institutions of every description. We patronize Chicago merchants, spend our money here and feel that we should be given the preference over New York Trust owned stores.

Let your watchword be: "Give Chicago merchants the preference every time."

Some of the papers are also consenting to print hard luck stories from oldtime dealers who have been forced out of business, either by the underselling of these opponents, or by being turned out of their stores as a result of exorbitantly raised rent. Some of the dealers say that they have been offered jobs as managers of the trust stores after they have been forced out of their own places.

The independents here declare that they mean business this time, and propose to find out whether they can count on the consumer in any degree, if he is made to understand that he will be benefited in the long run.

ASSOCIATION STAMPS DEALERS' BEST PROTECTION.

Boxes Must Have Distinctive Mark, or Retailers May be "Entertaining the Enemy Unawares." Cost of Stamp Too Small to Affect Profits.

The Cigar Dealers' Association of America issued some interesting matter this week on the protection which association stamps afford the independent dealer. The matter is embodied in a breezy little bulletin published by the association, which contains much entertaining topical matter. Following is the matter referred to:

"Just a swift talk on the subject of association stamps. The only protection the retailers can have against the private brand campaign of the trust lies in the universal adoption of the association stamp. A moment's thought will make this perfectly clear. The trust is firing its private brands at the trade through many sources, some of which they have not utilized before.

"The gentlemen having in charge the cigar end of the trust have this year realized that more aggressive methods are necessary if they are to attain anything like the success gained by the tobacco end of the combination. They have gone to jobbers and offered them anything in their power to help them push their goods. They have offered them private brands of which the jobber is to have control in his territory. They have offered to put out special missionary men without expense to the jobber in order to push these brands.

"Consequently, private brands made by the trust are coming from all quarters and in many instances from jobbers who have not heretofore been associated in the minds of the trade with trust goods. Now very few manufacturers, let alone retailers, can identify the source from which a box of cigars comes by reading the factory number on the bottom of the box. Therefore, the only way to protect the retailer so that he may not entertain the enemy unawares, is by adopting a distinctive mark, by which independent may be distinguished from trust goods. This in a very attractive form is furnished by the association stamp, which is affixed to boxes of cigars and to packages or plugs of tobacco and to packages of cigarettes. The cost is so small that it does not appreciably diminish the profits of the manufacturer while furnishing him a protection against the most insidious and injurious type of competition.

"Enough has been said to show that it is to the interest of every local to agitate for the adoption of these stamps by the manufacturers. The National would like to see every local pledge each member thereof to make it his duty to demand that all goods sent him by a manufacturer shall bear the association stamp. To stimulate the locals along this line and also to help furnish them with the munitions of war, the executive committee of the National recently decided that of every order received from a local for stamps to be delivered direct to manufacturers, 50 per cent thereof shall go to the local sending in the order for use in its association work. Now let everybody hustle.

"Mr. R. G. Fisher, Secretary of the Minneapolis local was the first to send in an order for stamps under this offer. A check was immediately sent him as secretary of the Minneapolis local for one half the proceeds. Mr. Fisher in a recent letter replied and said:

"I took up this matter, which you treat in your communication last Tuesday evening and it was well received and all promised to boost the stamp. We have nothing to report, except that there is a better feeling among the retailers and others than formerly, due in great measure to our getting better acquainted. We intend to encourage it and have decided to hold our monthly meeting hereafter around the festive board, on the first Tuesday of every month. We intend going to some club or restaurant and having dinner at 7 o'clock P. M. We can discuss matters pertaining to the welfare of the association at this meeting and thus will promote a good feeling. The trust stores are not gaining much headway, but as long as they are here they are a menace to all of us and we realize it."

INTERNATIONAL CONGRESS REPORTS MANY CIGARMAKERS.

The report of the sixth international congress of cigarmakers unions, held at Amsterdam, which has just been received by the International Union at Chicago, embodies the fact that according to the last census 104,479 persons were employed in the cigar and tobacco industry in Germany, of whom 61,686 were females.

In Belgium 10,318 persons are employed in the industry of whom 3,825 are women or girls. Since 1900 there have been seventeen great strikes, of which thirteen were successful. In Holland 25,000 persons are employed in the tobacco business.

LEAF GROWN UNDER TENT.

Wisconsin Farmer Successful in Raising Sumatra This Way.

Although a number of growers have tried experiements in growing tobacco under tents, cloth and the like, the majority have been unsuccessful, and it has by no means been demonstrated that such methods can be successful in this country.

A farmer at Sauk City, Wis., has raised a couple of acres under a tent this year which is said to be of fine quality. The leaves produced are very thin, Sumatra being grown exclusively. They are of lighter color than those raised in the open field and as soon as they attain the proper size and texture, are taken from the parent plant and threaded or strung upon twine strings which are fastened to a lath in such a way that the leaves produced are very thin. The laths are then hung in a long building for the leaves to cure.

The grower states that it cost him about $800 per acre to raise his crop under cover, of which $500 can be counted for the tent. The cloth of this is very thin, similar to cheese cloth, and is made for this particular purpose. With proper usage it will last two years the chief danger being from storms which are likely not only to tear the tent but also damage the crop. Each acre yielded about 2,000 pounds.

"BLACK THREADS," NEW BRAND OF SMOKING TOBACCO ON THE MARKET.

The Gem City Tobacco Co., of Dayton, O., is having a run on its new brand of Long Cut Pipe Smoking Tobacco, "Black Threads," which they are putting out among jobbers in large quantities.

"Black Threads" is manufactured from the finest Kentucky and Tennessee leaf, packed by hand, and the cut is clean and long, making it a fine strong pipe smoking.

It is packed in 3½ oz. packages, put up in 5 lb cartons, and shipped in 25 lb, 50 lb and 100 lb cases. Each 3½ oz package has an inner lining of wax paper which preserves the aroma and keeps the tobacco at all times fresh and sweet. It bears the Union Label, and carries a first-class premium list.

"Black Threads" costs the wholesaler 28c lb, it sells to the retailer at 32c lb, and goes to the consumer at 10c package, or 3 packages for 25c. This enables the wholesaler to make 4c lb, or 15 per cent profit, and the retailer makes from 40c to 80c a carton, or from 25 to 50 per cent profit, according to whether he sells it all for 10c a package or sells 3 packages for 25c. Prices quoted above are F. O. B.; terms 2 per cent off for cash in 10 days, or 60 days net.

The new tobacco is guaranteed as good as anything on the market in the way of a heavy cut smoking tobacco and the prices quoted are cheaper than many brands of this class of goods now selling.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1885

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA Importers & Packers of SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO

HAVANA

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street,

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTED HABANA AND SUMATRA

DEALER IN LEAF TOBACCO

ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Old Salesman's Musings.

BEST SALESMAN IS BORN THAT WAY

I was standing in a store in New York one day, not long ago, talking to some friends, when the door opened and a good looking, heavy set, man came in with his cases. I don't think I ever saw him before, but then I don't keep track of tee young fellows much nowadays.

Everybody smiled as the man approached and set his cases down, and each seemed eager to be the first one to grab his hand. "I wonder who the mischief he is," I thought, and just then the proprietor turned to me:

"Shake hands with the most popular salesman on the road," he said.

Well, that sounded a little bit thick to me and I looked in the fellow's face to see how he was taking it. There was a hearty grin of pure merriment there and the wearer exclaimed, as he pretty nearly smothered my aged paw, "These boys have got to have their little josh. I had a prize forced on me at a bazaar in a country town some time ago and they've been jollying me ever since."

The man stayed in the store ten or fifteen minutes and then left to keep an engagement, although everybody made it plain that they would like to have him stay. In the quarter of an hour he hadn't made one remark of any brilliancy or importance, hadn't told a single story, hadn't, I believe, emitted a single joke even. But if you will believe it, after fifteen minutes acquaintance, I felt a distinct sense of loss when he closed the door behind him, and I knew everyone else in the store felt the same thing.

"Who is he?" I asked. "I don't seem to remember anybody by that name."

"He hasn't been on the road so very long," was the answer. "But what I said is right. I honestly believe he is the most popular man on the road today. I know he has gotten business where plenty of good men have fallen down, and the very men he has beaten out have always had a good word for him."

"What is there about him? That's more than I can tell you. I know just what you think, and I felt the same way the first time I met him. I couldn't seem to pick out a single quality that would put him up at the top, and yet he always made me feel as if I would like to do him a favor. Darn if I know what it is. He don't have any idea at all that we're in earnest when we make cracks like the one I introduced him with."

Since that time I have purposely mentioned this salesman's name to a number of tobacco men, and everyone of them immediately volunteered a hearty good word. And now we get down to the purpose of this article: What makes a good salesman? The question has been asked and answered about nineteen million times, but the answer has never been satisfactory enough to put a final stop to the question.

Personally, I believe in the old saying that a salesman is born and not made, for, though I have seen plenty of cases where awful dubs have polished and ground themselves into a very fair imitation of the successful salesman, they have to work every minute, to watch themselves against a slip, and a run of bad luck is apt to put them on the bum any time so that they loose self confidence completely and don't get an order in a month of Sundays.

On the contrary, the man who is 'way up as a salesman floats along on the crest, taking fat things that people seem only too glad to give him. I remember one business man speaking of a salesman and saying that it cheered him up somehow every time the man came to the office. He said he couldn't explain it but he believed it gave him more pleasure to give this particular salesman a big order than it did the man to get it.

It's all the man. And how are you going to describe him. No two of these successful salesmen seem to agree in appearance or main characteristics. I remember one poor fellow, really a good sort of chap, who used to try so hard that it was pathetic, and, moreover, it was embarrassing to the other man if he was at all sensitive. This fellow used to have a wretched habit of hanging on a man's words, fairly clinging like a dog waiting for a child to drop a piece of cake in his mouth.

He used to assume an appearance of the deepest attention, and the slightest syllable uttered by the man whose office he was in would be received as if it were a papal bull. Then he developed the habit which was a mighty uncomfortable one, of finishing sentences for you. A man would get something about half through and at the first comma, the salesman would snatch the sentence away and finish it to suit himself.

One day he got a wire from the house to see Blank & Co., who had always dealt with a rival firm, but who they believed from something they had heard, could be induced to give a trial order to my friend's people, if approached right.

Of course that made the salesman more anxious than ever, because he knew it would be a big feather in his cap to land this man and keep him. He went into the place and was well enough received by a certain member of the firm who did all the buying, and who was considered a little peculiar. He was rather fond of the sound of his own voice and used to roll his sentences out as if he were stroking them, occasionally pausing for selection of words.

The poor salesman wretch didn't know this and when the conversation began so smoothly, he was delighted.

"We have done a great deal of business with So-and-So," said Mr. Blank, "a great deal of business with them, and usually our relations have been most satisfactory. I am willing to admit now, however, that——"

"Just a little bit dissatisfied, eh?" broke in my eager friend who was leaning forward gazing earnestly into the other man's face.

"I am willing to admit that the firm has never done anything that could really be called unbusinesslike," concluded the merchant, looking my friend over with slightly lifted eyebrows.

"However, we believe that for certain reasons, it would be best at this time to——"

"Make a little change, eh?" said the salesman enthusiastically. "Give somebody else a chance for a while, eh? Yes, yes, I understand, Mr. Blank."

Mr. Blank stared coldly in the other's face and then went into a moment's meditation. After a while he began another remark, but it was no use. Three more sentences did the idiot drummer whirl away from him and hammer on a distorted wind-up.

Finally Mr. Blank wheeled on the man and said, his face ablaze with repressed passion: "See here, young man if you're so d——d fond of running this conversation, just suppose you sell yourself some goods."

And he turned to his desk and refused to have anything to do with the salesman, who was fired shortly after and never succeeded in getting another job on the road. I think he's an assistant bookkeeper in Trenton, now. Which all goes to show that you can try, and try, and try, and if you haven't got it in you, there won't be anything doing.

THE OLD SALESMAN.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

MORE HINTS ON CARE OF STOCK.

THE following are suggestions made by a writer for the drug trade who offers his ideas in order to benefit those druggists who have a cigar counter. It is not at all certain that a good proportion of cigar dealers could not obtain profit from some of the suggestions as but a small percentage of retailers are really experts in the care of stock.

The writer declares that the average five or ten cent cigar needs to be kept only fairly moist—just enough so as to be agreeable to hold it in the mouth. It will not injure it to get a little dry so long as it is made right when put on sale. The imported Havanas will not be spoiled by keeping. Age will ordinarily improve them and they can be moistened up again when they get too dry. But good Porto Rico cigars are a very different proposition. And right here I would like to say that doubtless many of the dealers who have had poor success with these goods probably have their lack of knowledge how to care for them to blame.

The Porto Rican stock should be bought as green as you can get it If the cigars have been dried out at all, don't take them. Keep these goods as green as you can. They are all foil wrapped and will not dry in a cold or a moist place. A Porto Rico cigar that has been dry once will never be anything more than a bunch of hay afterwards.

Keep such cigars wet until they go into the case. If they are so green that they will not burn, let them stand open on the case for a day. It is a good fault. It is a scheme worth while anyway to keep a box or so of the cigars that you are pushing principally on top of the case where they will get especial attention.

You can buy the Porto Rican goods at a price that will give you a nice margin to play on. Don't expect them to be pretty cigars, for they are apt to look rather rough, but they are the "pure quill"—nothing but tobacco in its unadulterated state. The smokers that like them will stick to them and will not go back to the "doped" goods, though they may switch off on to higher priced Havana cigars.

When you have your case properly moistened put in the boxes in the way that will best show the goods, and show the box covers as well. There are patent fasteners that will make the back of a box stand up straight, but they are a needless expense. When you take the nail out of the box drive it down through the cover just as it was before but at the back; then open up the box carefully, and the lid will stand at an angle. The boxes will take up much less room in this way than in the old style. They look better, too.

With the boxes properly arranged in the case, each one should be marked with the price and kind of cigars it contains. Use black cards with the inscription put on in white ink. This makes a far more attractive card that any other. The uniformity of the card adds, too. Stand them upright in the front end of each box. They look best this way and are easily read.

Always have plenty of good matches on the top of the case and encourage your customers to take all they want. Matches are cheap. Don't be stingy with them. Offer a small box to every purchaser. Not many will take one, but it looks generous and is not really expensive.

Another thing that counts is to have plenty of the little cigar pockets, preferably the ones that come in long strips separating each cigar by itself so that the wrapper will not be broken by the cigars rubbing against one another.

ARCTIC TONGUE SHIELD.

A DECIDED NOVELTY in the trade is what is called an Arctic Tongue Shield, which consists of a little ring of rubber with a flap, which goes on the mouthpiece of a pipe, for the purpose of breaking the direct stream of smoke on the tongue, making it cooler and preventing the tongue being "bitten." It also makes the mouthpiece soft and easy on the teeth.

The invention is patented by Harry Gardner, formerly with the American Tobacco Co., and is now manufactured by a firm in Washington, D. C., being put out to go to the consumer for 5 cents apiece.

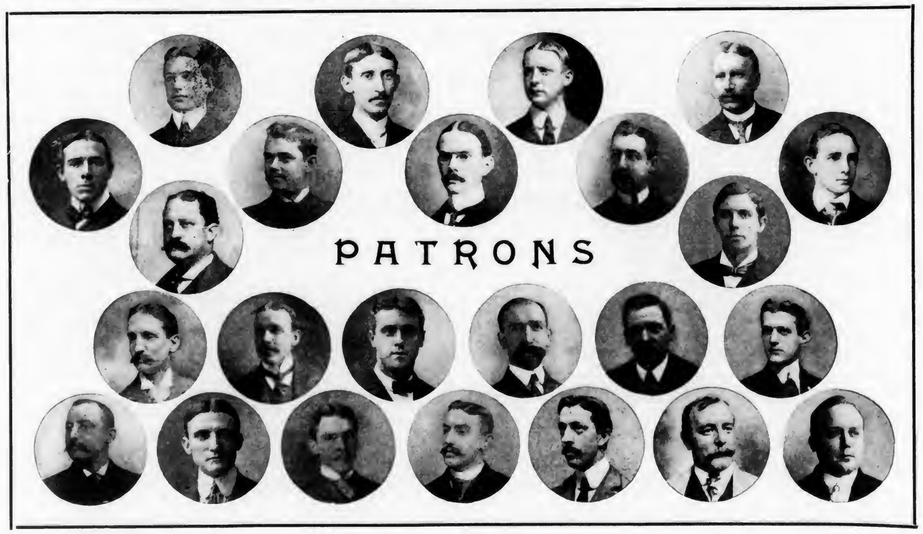
NEW WINDOW SIGN.

HERE is a sign hanging in one of the cigar store windows in Milwaukee, and it is so large that everyone who looks in the window can see it. The large initial letters run down the side are in red, and the rest is in the square blue letters. The sign reads:

Come
In
Get
A
Real
Smoke

At a little distance the effect is very good.

W. A. HAUG HAS SUCCESSFULLY INTRODUCED "PATRONS" BRAND.



WHEN, about six months ago, W. A. Haug, a popular retail dealer at 17 North Ninth street, Philadelphia, first commenced to introduce his "Patrons" brand of cigars he was fortunate in having struck a happy medium. That is to say, the general idea of the brand was to please a large number of his most prominent and principal patrons.

The label is a plain half tone picture showing small photographs of twenty-four of his regular patrons, in whose honor the cigar was named, a reproduction of which is shown herewith which differs from the original only in the matter of the border, which on the label is of special design and printed in red, while the main body of the label is in black.

The cigar is from the factory of I. Lewis & Co., of Newark, N. J., and its creation is due in a large measure to suggestions from Z. J. Norris, the Philadelphia representative of the factory.

The goods are made up in six shapes and sizes, but the principal sellers are the Londres, Club House, and Non Plus Ultra. In fact, the run on these three sizes has become so strong that little attention is now being given to the others.

The "Patrons" brand was an instantaneous hit, owing to its novelty and satisfactory quality, and trade has grown on it so rapidly that the cigar is today one of the largest selling brands in Mr. Haug's extensive stock and large variety of goods in the nickel line.

Found $86

THE story of this old cash-drawer is full of suggestion for merchants. For fifty years it served in a big general store near Toronto, Canada, whose proprietor allows us to tell its history, withholding his name. At first the merchant was alone in using the drawer. Then for many years all his clerks had access to it. A few years ago a cashier was installed at an enclosed desk on a raised platform. Recently, when a National Multiple Cash Register was installed, the cashier's desk was torn out. Half a bushel of dust and rubbish had collected under the platform. The proprietor laughed when the N. C. R. salesman asked that the rubbish be sifted. He gasped when the sifting was completed.

Eighty-six dollars in gold, bank notes and silver coins were rescued from the refuse. Yet he had never missed the money. He did not know it was gone. Nor did he know how much more he had lost. The eighty-six dollars covered the cashier's administration—only a small fraction of the cash-drawer's long service.

A National Cash Register would have prevented the disappearance of even one cent of that $86. It gives an absolute check on every transaction involving money in your store. It stops the leaks that are draining the life-blood of your business. Help us to help you stop them. That's our business. You ought to make it your business, too. Mail a postal card to us today saying, "Send a Man."

NATIONAL CASH REGISTER COMPANY - - DAYTON, OHIO

OFFICES IN ALL IMPORTANT TOWNS

The Tobacco World

INDEPENDENTS PROTEST AGAINST BABCOCK.

New York and Philadelphia Leaf Dealers Declare that Candidate is Trust's Representative. Asks Wisconsin Growers Not to Return Him.

If Representative Babcock is returned to Congress from the third district of Wisconsin, it will be in spite of a strong, concerted protest on the part of the principal leaf dealers of New York and Philadelphia in addition to many individual complaints from independent interests in other parts of the country.

The protest from New York, a vigorously worded plea which will undoubtedly bear weight, was sent to Wisconsin last week to be circulated among the growers and a similarly worded paper follows this week, signed by many Philadelphia leaf dealers and brokers.

The independents claim that Congressman Babcock works directly in the interests of the American Tobacco Co., that he has been an important factor in the achievement of some of the corporation's schemes, and that he is prepared, if returned, to continue to direct his efforts against the independent, and resultantly the farmer. The appeal which is as follows, is addressed "to the tobacco growers of the Third Congressional District of Wisconsin:

"As firms interested in the welfare of Wisconsin tobacco, and as independent merchants battling against the control of the tobacco trade by a trust, we ask you for aid and assistance. Joseph Weeks Babcock, now a candidate for reelection to Congress from your district, was the open enemy of all independent tobacco interests in the last Congress. As the friend of the trust he is responsible on its own admission for the privilege it has of placing coupons and premiums in its boxes of cigars, by the defeat of the Tawney bill, which he accomplished.

"Mr. Babcock is the steadfast supporter of the tobacco trust, and the outspoken enemy of the independent. We beg you not to make the task of the independent tobacco merchant harder by sending this type of Representative to Congress; as Republicans, advocating and supporting the election of Theodore Roosevelt, we ask you to defeat Joseph Weeks Babcock, so that our President may not have his hands tied by Congress when he recommends legislation to curb the trusts."

The New York signers of the protest are the following firms: I. Bijur & Son, 127 Maiden Lane; E. Rosenwald & Bro., 145 Water street; Meyer & Mendelsohn, 169 Water street; G. Falk & Bro., 171 Water street; S. Rossin & Sons, 173 Water street; P. Dennerlein & Son, 168 Water street; Elias Bach & Son, 166 Water street; Pretzfeld & Co., 165 Water street; Lichtenstein Bros., 117 Maiden Lane; Weil & Co., 68 William street; A. Cohn & Co., 142 Water street; Rothschild & Bro., 141 Water street; F. & E. Cranz, 144 Maiden Lane; Isaac Meyer & Co., 160 Water street; Levi, Blumenstiel & Co., 147 Water street.

The copy of the protest which was sent from Philadelphia on Monday by John R. Young, was signed by Young & Newman, Dohan & Tait, Morris Rosenberg & Co., Bremer Bros. & Boehm, E. A. Calves & Co., Benj. Labe & Sons, F. Eckerson & Co., K. Straus & Co., Lewis Bremer's Sons, Geo. Burghard, J. S. Batroff, L. Bamberger & Co., and Leopold Loeb & Co.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
Misting, Spraying, Flavoring, Casing, Whitewashing.

The FOUNTAIN SPRAYER, for misting fillers, $4.00
The SIMPLICITY AUTOMATIC SPRAYER, 7.50
The LITTLE CLIMAX TOBACCO PUMP, 10.00
The PROGRESS, JR., SPRAYING MACHINE, 16.50

Also make large FIELD SPRAYER which covers four rows at one time.
Send for free Catalogue.

Dayton Supply Co., Dayton, O.
Successors to Nixon Nozzle & Machine Co.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. — IMPORTERS OF — SUMATRA TOBACCO
134 NORTH THIRD STREET.
PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

RAIN INTERFERED WITH HAVANA MARKET.

Prices Show Tendency to Advance. Probable that Germany Will Have to Pay More or Do Without Havana Tobacco. Mistaken Demand for Light Colors Continues.

[Special Correspondence of The Tobacco World.]

HAVANA, October 24, 1904.

Owing to the rainy weather prevailing during the greater part of last week, transactions in the Havana market show a falling off in the number of bales sold, but as it is asserted, on the other hand, that the majority of the seedlings as well as the early plantings have been lost, prices show a marked tendency to advance.

It is stated that the Cuban Land and Leaf Tobacco Co. held a meeting and resolved to send all of their buyers (six or eight) to the Vuelta Abajo with instructions to purchase up to 50,000 bales. While it is advisable to be somewhat sceptical in matters of such a nature, there may, however, be a grain of truth in this, as it is said, that the trust has not bought any large quantities of fillers, although it is selling shade grown wrappers.

Some farmers claim that in order to raise seedlings in new beds it would be near Christmas before they could be transplanted, but as undoubtedly not all of them are lost, there may be only a partial delay in raising the 1905 crop, and while the early ripe (temprano) growth may be curtailed, still with good weather from now on the crop may yet turn out a satisfactory one.

For Vuelta Abajo there is a good demand, as well as for Partido, while the call for Remedios is only for the lower classes. The goods suitable for the German market are getting scarcer, and as owners are asking figures away above the limits of the exporters, there is no activity in this direction.

The chances are, however, that unless Germany is willing to pay better prices it will have to do without Havana tobacco, as a good many grades which Europe is in the habit of acquiring can also be sold to the United States and Canada.

Sales foot up to 6652 bales, of which 5080 were Vuelta Abajo, 672 Partido and 900 Remedios. The American buyers have taken 4553 bales, European exporters 797, and the local cigar and cigarette manufacturers 1297.

Buyers Come and Go.

Arrivals: John H. Boltz, of Boltz, Clymer & Co.; Frank Dominguez, of E. A. Calves & Co., and Herman G. Veterleint, of Philadelphia; Morris Newman, Louis Goldberg, H. G. Solomon, of G. Solomon y Hnos, of New York and Havana; Simon Ruppin, of S. Ruppin, Inc., New York; and Benigno Balbin, of Balbin Bros., Tampa, Fla; A. Salter, of the Royal Havana Cigar Mfg. Co., Baltimore, Md.

Departures: Julius Lichtenstein, H. Anton Bock and A. J. Franklin, for New York; General Emilio Nunez, for Philadelphia; H. B. Franklin, for Chicago.

Havana Cigar Manufacturers

were hampered with the two weeks of rainy weather and could not work as they would like to have done, as at the moment there is no lack of orders to keep them busy. Unfortunately, the craze for light colors seems to show no abatement, and this is one of the drawbacks the factories here have to battle with.

If the retailers would only help the manufacturers, by explaining to the smoking public that the light colored wrappers are not always the best and mildest ones, a great step in advance might be recorded. The ripe leaf is surely the sweetest in taste, and if of a fine texture also the mildest, while the light color is frequently only a sign that the tobacco has not reached its maturity and was harvested before its time. In such a case, it may be harsher in taste and even stronger than the perfectly cured ripe leaf, although the former is lighter in color. A little reasoning by the retailer with his customer would do a great deal of good in convincing the smoker of the folly of asking for the lightest shades irrespective of whether the tobacco leaf was ripe when plucked.

Behrens & Co., of the Sol factory, are very busy indeed, having every available table of the cigarmakers' gallery occupied. If the business should continue in a like manner it may happen that the owners will have to change their factory for a still larger building, which would be for the fourth time since 1890. This shows how good business talent and experience combined are bound to achieve success in individual enterprises.

H. Upmann & Co., Rabell, Costa, Vales & Co., of the Ramon Allones and Cruz Roja factories, Cifuentes, Fernandez & Co., of the famous Partagas factory; Rodriguez, Arguelles & Co., of the Romeo y Julieta factory; Enrique Dorado & Co., of El Rico Habano, and others, are all very busy and have all the orders they can attend to at present.

J. F. Rocha & Co., of the Crepusculo, are only prevented from seating more than 400 cigarmakers at present by the fact that they are short of tables, which have been ordered from New York. According to the number of orders on hand and the way they are coming in they could easily give employment to 1000 hands, not temporarily, but steady work more or less all the year round.

Buying, Selling and Other Notes of Interest.

Samuel I. Davis purchased above 3000 bales of different kinds of leaf and was still looking for more.

Sobrinos de A. Gonzalez had a very active week, and while they seem suddenly averse to disclosing their transactions, it was learned that from good sources they must have sold more than 1000 bales of Vuelta Abajo, Partido and Remedios.

H. B. Franklin, with his son A. J. Franklin, bought about 250 bales of Vuelta Abajo from the best sections.

Garcia & Co. were busy selling to their

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaosalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: Himml.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to Martinez, Hedesa & Co.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "Jedesa." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: Onileva. *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: Cifer. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgon. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

various customers, and while Don Manuel did not wish to state any number of bales, they must have disposed of between 700 and 800.

Max Schwarz secured some excellent high class Vuelta Abajo tobacco, as some of his purchases were part of the famous "Padron" and "Plasencia" vegas of San Luis.

Loeb-Nunez Havana Co. turned over 500 bales of Vuelta Abajo and Remedios General Emilio Nunez left for a short visit to the Philadelphia headquarters.

Mendelsohn, Borneman & Co. are busy with a number of customers.

Sobrinos de Vanancio Diaz closed out 500 bales of Vuelta Abajo and Remedios.

Fritz Lederer has bought quite extensively for his firm of Heinrich Neuberger, Bremen, and has undoubtedly secured some of the finest tobacco. He did not hesitate in paying the high prices asked for them, in order to get the best growths suitable for the German market, and thus showed not only his knowledge of Havana tobacco, but also of what the manufacturers in Germany may require, notwithstanding the fact that, judging by the expressions heard from the several commission houses here, the market over there must be one of the hardest to please.

Antonio Suarez sold 400 bales of Vuelta Abajo.

Frank Dominguez, although here since last Wednesday, has commenced making some very fine purchases of Vuelta Abajo and Partido leaf, amounting to 500 bales, for his firm of E. A. Calves & Co.

J. F. Rocha disposed of 350 bales of Vuelta Abajo.

Gonzalez, Benitez & Co. turned over 350 bales of Vuelta Abajo, Partido and Remedios.

Muniz Hermanos y Cia. closed out 300 bales of Vuelta Abajo.

Aixala & Co. sold 300 bales of Vuelta Abajo.

Rufino Cano was a seller to the extent of 272 bales of Vuelta Abajo.

Grau, Planas y Cia. disposed of 250 bales of Remedios.

Jose Menendez turned over 247 bales of Vuelta Abajo and Partido.

M. Garcia Pulido had no difficulty in finding a purchaser for 130 bales of Remates.

Fernando Fernandez y Hno. closed one transaction of 125 bales Partido.

A. M. Calzada & Cia. sold 115 bales of Vuelta Abajo.

Jorge & P. Castaneda disposed of 100 bales of Partido to a city manufacturer.

Receipts From the Country

	Week Ending Oct. 22. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,149	210,282
Semi Vuelta	837	17,488
Partido	457	53,585
Matanzas	—	201
S. Clara & Remedios	3,347	62,466
Santiago de Cuba	—	616
Total	7,790	344,738

GOOD RETURNS FROM A PART OF WISCONSON.

In Crawford county, Wis., the tobacco crop has been marketed, and the returns to the growers show that the season has been highly profitable. In the neighborhood of Gays Mills and Soldiers Grove the sales show an average of about $400 per acre, which certainly is much greater than any other crop produced in Crawford county.

It is claimed that in many parts of Allamakee the soil is just as adaptable to the raising of tobacco as it is across the river. It would seem that such big returns as noted above ought to prompt some investigation of Allamakee's possibilities in that direction.

ASSOCIATION DEALERS MEET IN CHICAGO.

Local Board Gives Evidence That Dealers are in for Strong Campaign.

Chicago, Oct. 28, 1904.

The meeting of the Local Board of Directors of the Chicago Branch of the Cigar Dealers Association of America, held Wednesday evening, October 26, was exceedingly interesting, and one which furnished additional evidence that the Chicago branch is in for a strong campaign for the best interests of the retailers.

Mr. O. Eisendrath was elected a member of the Board of Directors representing the Cigar Manufacturers' Association of which he is secretary.

A report on the recent banquet was made and the committee was discharged and heartily thanked for its labors. An entertainment committee consisting of W. F. Crowley, G. Mayer and O. Eisendrath was appointed to have charge of any future affairs of the kind.

Plans for greatly increasing the membership of the Association were made, and W. F. Crowley was appointed a committee of one to work the north side from the river to Division street, and Mr. Regensburg to work the south side east of Dearborn street, the manufacturers covering the territory covered by their salesmen.

A number of new members were elected.

It was decided to start a literary bureau of which Mr. L. Lazar was given full charge.

The Secretary was instructed to prepare a letter to the Chicago Journal, thanking them for the magnificent campaign they have inaugurated in the interests of the Association.

Henry Leopold,
Cigar Dealers' Association of America.

NOVEL ADVERTISING SCHEME.

W. & M. Taylor, a Dublin, Ireland, firm, have issued some advertising matter to boom their Bendigo Roll tobacco, which takes a decidedly novel form. The advertisement consist of a duplicate telegram blank on which is printed in script:

"To Misers and Spendthrifts:

A penny saved is a penny gained. A few pence spent on Bendigo Roll is Paradise regained. Milton."

A picture of the celebrated racing horse "Bendigo," which is the trademark of the tobacco, ornaments one corner of the telegram, and the forms were widely distributed among the firms' customers and consumers generally.

This form of advertising seems rather radical for the old country, but so far the results have seemed to justify the departure from conservative methods. Perhaps the consumers enjoyed the shock.

ADVERTISING CIGAR and TOBACCO POUCHES and CASES } that Advertise
Samples and Prices on request
THE SOLLIDAY NOV. ADV. WORKS,
Knox, Ind.
Manufacturers of Advertising Novelties and Solliday's Brandette, which causes name of cigar to appear on cigar and in the ash.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: Graplanas. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: Andamira. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—Reform.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable: Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"Calda." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco. New York 144 Maiden Lane. Amsterdam Trascati.

R. & Bro.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA

NEW YORK

Ed. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
G. J. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Oct. 31.

Business for the week in this town has been pretty fair with the manufacturers, who are busy with holiday orders, but rather to the bad with the retailers. Not that there is any noticeable lack of business evident, for it is a characteristic of New York to put on a bold, prosperous looking front whether the cash register is doing any business or not. Now that the holiday season is approaching, trade will brush up, but just at present nobody, unless some of the United cigar stores, perhaps, is making much money.

• • •

The United Cigar Stores, by the way, will soon have another branch running at 379 Sixth avenue, and it is said, has still another Sixth avenue location in prospect. It is extremely probable that some of the New York stores are paying for their weaker sisters in Philadelphia, as some of the other towns where they haven't caught on. The Company frames up premium offers that prove very fascinating, and nobody attempts to dispute the fact that they hold their trade by these methods alone. Some one told me that one of the premiums given last week was a copy of "Everybody's" Magazine with a purchase of a 25 cent cigar. It's the irresistible idea of getting something for nothing that deludes the consumer and hooks him nearly every time.

• • •

Things move so rapidly now-a-days that the $180,000,000 American Tobacco Company is now as much a commonplace fact in the popular minds as is the rapid passing of autumn, or the appearance of the heavy overcoat. The corporation has sent out the following circular to holders of stocks and bonds in the American, Continental and Consolidated Tobacco Companies, (which form the new Company), designating as trustee the Morton Trust Company and detailing the scheme of exchanging holdings. Following is the circular:

The American Tobacco Co. offers to the holders of the outstanding four per cent. gold bonds of the Consolidated Tobacco Company, maturing August 1, 1951, to acquire their holding of such bonds in exchange at par, for the four per cent. gold bonds of the American Tobacco Company, maturing August 1, 1951, and carrying interest from August 1, 1904. This offer will remain open until the close of business on January 31, 1905.

Depositors of said Consolidated Tobacco Company four per cent. bonds who make their deposits before the close of business on December 10, 1904, may at their option, take in exchange bonds of the American Tobacco Company as above described, or partly in such bonds, and partly, but not to exceed fifty per cent. of their deposit of Consolidated Tobacco Company four per cent. bonds in the six per cent. cumulative preferred stock of the American Tobacco Company at par. Dividends on such preferred stock will be computed from October 1, 1904. Depositors making such deposits before the close of business on December 10, 1904, and taking in exchange for any part of the bonds, such prefered stock, will receive from the Trust Company at the time of deposit in lieu of interest for August and September, 1904, an amount in cash equal thereto, to wit, two-thirds of one per cent. on the Consolidated Tobacco Company four per cent. bonds exchanged for the American Tobacco Company six per cent. cumulative preferred stock.

Holders of the eight per cent. preferred non-cumulative stock of the old American Tobacco Company are to receive a gold bond or other obligation of the merged corporation in the proportin of $133.33 1-3 for each $100. These bonds are to bear interest at the rate of six per cent. A payment of $2 in cash, in lieu of dividend is also to be made on each share of preferred stock.

Holders of the seven per cent. non-cumulative preferred stock of the Continental Tobacco Company are to receive the same six per cent. gold bonds or other obligation at the rate of $116.66 2-3 for $100. Holders of the said preferred stock of the Continental are also to receive the 1¾ per cent. dividend already declared, payable October 3, 1904.

There shall be apportioned to each of the holders of the common stock of said American Tobacco Co., party hereto, for each two shares of said common stock of the par value of $50 each held by him, one share of the common stock of said merged corporation.

There shall be apportioned to each of the holders of the common stock of said Continental Tobacco Co., party hereto, for each share of said common stock of the par value of $100 held by him, one share of the common stock of said merged corporation.

There shall be apportioned to each holder of the stock of said Consolidated Tobacco Co., party hereto, for each share of said stock of the par value of $100 held by him, one share of the common stock of said merged corporation.

• • •

The Waldorf-Astoria Cigar Co. has accomplished a very vigorous debut in the manufacturing field and is making itself felt in the market. The Company is occupied at present in selecting distributors in the various territories desired.

• • •

C. M. Logue, president of the American Stogie Co., has got back from the West. Charles Vogt, Jr., of Carl Vogt, Sons, is back from a buying trip to Havana, and Simon Bott, of Simon Bott & Co., who also was in Cuba, is back at his desk.

• • •

Avelino Pazos, leaf importer, is back in New York after a pleasant St. Louis Fair trip.

• • •

J. Goldberg, well known in tobacco circles of the Pacific Coast, is in New York. Mr. Goldberg is a member of the firm of Goldberg, Bowen & Co., of San Francisco.

• • •

A new firm of Havana leaf importers has started business at 136 Water street, under the name of R. Conzalez & Cares. The senior member has had years of experience in the tobacco business, and for a long time was junior member of the firm of J. Conzalez & Co. Mr. Cavas has been in the business in Cuba for thirty years and is very well known.

• • •

The Helson Co., which is now independent, is booming Hoffman House Magnums by giving free to the trade one hundred and twenty Manhattans with every thousand Magnums. The Helson Co. is making arrangements to distribute its own branch to the trade in Greater New York by a complete line of wagons. This method will be rather an innovation in New York manufacturing circles, although similar systems of delivery have occasionally been tried with indifferent success.

• • •

The National Cigarette Co. announces that it has moved from No. 20 Broad street to Room 1323 at 1135 Broadway.

BUCK.

A FEW ATTRACTIVE LOTS

TO LOOK AT

1000 Cases Connecticut Havana Seed
700 " Penna. Broad Leaf . . .
400 " Wisconsin B's and Binders

The Prices Will Interest You Too

CALL OR WRITE FOR SAMPLES

John U. Fehr & Son

PACKERS AND DEALERS IN

LEAF TOBACCO

Office and Salesroom
Seventh and Franklin Streets
READING, PA.

F. H. BELTZ

Schwenksville, Pa.

Manufacturer of

American Cup

The Largest and Best Clear
HAVANA FILLED
5c. Cigar on the Market.

AND

Country Inn

A Highly Meritorious
5c. Cigar in Several
Sizes. : : : :

Our Guarantee goes with the American Cup Cigars that they are CLEAR HAVANA Filled and Sumatra Wrapper.

We employ no salesmen, saving jobbers that expense.

Write for prices and full particulars.

A. D. Killheffer,

Millersville,
Penna.

Manufacturer of
High Grade Cigars

Warranted
HAVANA FILLER
and
Free from Flavoring

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

A. COHN & CO.

IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office;
U. S. ARCADE BUILDING,
Water Street, Corner Fulton, Room 1.
Havana Office:
AMISTAD 95,
HAVANA.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
NEW YORK.
EDMUND H. SMITH
ELIOT SMITH

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotts, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

IF IT'S MADE OF TOBACCO, WE CAN MAKE IT.

Keystone Tobacco Company

READING, PA.

Manufacturers of

Chewing and Smoking Tobacco

We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

PRIZES FOR SELLING "QUATILITY."

United News Co. Will Push Theobald & Oppenheimer's Five Cent Cigars.

Theobald & Oppenheimer Co., which is making a specialty of its "Quatility" cigar, and which has just opened two new factories in Pennsylvania for its manufacture, has adopted a new method of putting the cigar on the market.

The firm will advertise the cigar in the Sunday edition of a Philadelphia daily paper for four consecutive weeks. Accompanying the advertisement will be a coupon, which, when presented with five cents to any dealer, will entitle the holder to two "Quatility" cigars.

The United News Co., whose Philadelphia headquarters are at Thirteenth and Filbert streets, have arranged to place this brand on sale with all dealers, to be paid for when sold. Under the arrangement, each coupon accepted by the dealer for a cigar will be redeemed by the United News Co. for four cents when presented with a certificate which will be in each box. As an additional incentive the United News Co. makes the following offer:

"Two hundred and fifty dollars will be given in prizes to dealers bringing us the largest number of coupons, the money to be distributed as follows: To the dealer bringing the largest number, $50 in gold; next largest, $25; third largest, $15; fourth largest, $10; to the next five will be given a $5 gold piece each; next ten, $2.50 each; next one hundred $1 each."

Jos. Way, 1105 Market street, R. W. Boch, of Boch & Co., 111 South Broad street, and M. J. McDonald, of Yahn & McDonald, Fifteenth and Chestnut streets, have consented to act as judges, and will decide the question of awards after carefully examining the accounts.

—A. Santaella & Co. have moved into their big factory which has just been completed in West Tampa, Fla. The plant is a three story brick building.

—The Roth Tobacco Co., of Cape Girardeau, has been incorporated with a half-paid capital stock of $10,000 The incorporators are Martin Roth, G. H. Wilson, George McBride, R. W. Flentge, David A. Glenn, and J. H. Himmelberger.

ONARGA SIGARET CO.'S CATCHY ADVERTISING CIRCULAR.

The Onarga Sigaret Co., of New York, is advertising its Rivoli Sigarets, put up in green boxes, by an amusing circular printed on green paper, burlesquing the various estimating contests which are going on over the election. The circular is headed "Roosevelt or Parker," and reads:

"Until November 8, political excitement will daily grow more intense. Each side will claim New York, Indiana and other doubtful States.

"But who will claim Quebec? Dear old Quebec!

"To add interest to the contest for the Presidency, we offer a prize of One Million Dollars in fine, old Confederate currency, not a bill of which is under forty years of age; the entire amount to be awarded to the person we choose to win."

The circular includes blanks for name and address, headed "Estimate of Popular Vote for President in Province of Quebec."

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

FOR SALE—37 Williams Suction Tables; good order; cheap. Address Box 127, care of Tobacco World. 11-2-1

WANTED—Cigar Broker for Washington and the South, by established Union Factory in Pennsylvania. Address Box 129, care of The Tobacco World, Phila. 10-26-r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

FOR SALE—Two Scrap Bunching Machines, four Long Filler Bunch Machines, Molds, Cylinders, Table, Presses, Filler Trays, Cigar Trays, Scales, Labels, etc., in lots to suit. Apply at Factory Seventh and Washington streets, Reading, Pa. 10-5-r

WANTED—SPECIAL REPRESENTATIVE in this county and adjoining territorities, to represent and advertise an old established business house of solid financial standing. Salary $21 weekly, with Expenses advanced each Monday by check direct from headquarters. Horse and buggy furnished when necessary; position permanent. Address BLEW BROS. & Co., DepartmentA, Monon Bldg., Chicago, Ill. 9-28-e

VELENCHIK BROS.,

Dealers in Leaf Tobacco,

134 North Third St., Philadelphia,

OFFER

Fine Old Connecticut—Wrappers and Binders. 1903 goods of the finest quality, in natural sweat

Penna. Broad Leaf, 1902—The finest B's.

Old Penna. Havana Seed, 1900 Crop

A General Line of Ohio Tobacco

Havana in Excellent Assortment—Bale lots a specialty

Sumatra in Large Variety—Light, Medium, First and Second Sizes.

We do not expect everyone to buy, but many surely would if they saw these goods and knew our prices.

Correspondence and Mail Orders Receive Prompt Attention.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager.
H. C. McMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, NOV. 2, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

MORE WAYS THAN ONE TO RAISE THE WIND.

The City Council of Portland, Ore., in casting about it for ways and means of plugging along the city box-office, has hit upon a handy method of gathering $5 bills which adds substantially to the striking evidence which we already have in quantity, of how plenteously our glorious country is blessed with civic financial artists.

The matter in question is not such a great one, but serves to show how splendidly our Help One Another societies are influencing the thought and action of mondernized municipal managers.

The Portland Council has decided that cigar store card slot machines, such as pay in cigars or tobacco, are quite legal and permissible, providing the dealer pays a regular fine for the use of the machine. Machines, however, which respond to the miracle of a "straight" or a "flush" with a shower of nickels, are entirely too evil to be considered for a moment.

Since the Council, some weeks ago, ordered slot machines of every description to be thrown out, there has been considerable thinking. After some little figuring one city father reached the conclusion that if each dealer who had a cigar paying machine would consent to be fined $5 each quarter, the aggregate fines would amount to $15,000 a year, which sum nobody could be blamed for needing.

The proposition was informally put up to the mayor, who said "he had no 'jection," and so some sort of a resolution is about to be presented at the next session of Council after the amount of the periodical fine has been fixed at a meeting of cigar dealers and councilmen. It is understood, however, that the dealers can begin right now and go as far as they like, so long as they don't play for real money.

CUBA'S NEW EXPORT STAMP.

President Palma, of Cuba, besieged by Havana cigar manufacturers to help them preserve the identity of their product, has authorized a new government stamp of guarantee for export cigars. The stamp will be engraved with Cuba's coat of arms and will be sufficiently conspicuous as to showcase advertisement to satisfy the most exacting United States importer.

So far, the Havana Tobacco Company's hand has not been detected in the affair, and it is not known whether the company, beyond a few gentle pushes, had anything to do with it or not. When it became evident that Assistant Secretary Armstrong's stamp would go into effect, there was a great to-do among Havana manufacturers, who were naturally rueful over an innovation that would admittedly tend to decrease the consumption of Havana cigars in the United States.

There were numerous heart-to heartalks, councils formal and informal, and finally the association of the manufacturers got together and framed up the petition which was presented to President Palma. If original specifications had been followed the stamp would have been a very fancy article, but the President's approval was secured for a modified form of branding.

The association desired that the stamp have on it a picture of Columbus, the Cuban coat of arms, a picture of the Chief Executive, fac simile of his signature, and the words "General Government of the Island of Cuba." This illustrated pocket edition history pasted around a box, had it gone into effect, would doubtless have fairly dazzled the ordinary consumer, so that he might have felt a certain timidity in buying the contents.

The new stamp, however, which it is understood will be hurried into operation, will make a decidedly effective substitute for the red import stamp.

FROM now until Chrismas retail cigar and tobacco dealers can expect good sales, for, as a well-known dealer remarked the other day, "If people won't buy cigars at this time of year, either to smoke or give away, there is no time when they can be expected to." Pipes, especially, begin to move out briskly at this season, and nearly all purchases in this line are used as holiday gifts.

There are a tremendous number of poor cigars sold during the month before Christmas, for the reason that many of the buyers are women, or men who know nothing of quality in tobacco. To the average woman all cigars look alike, and when she is selecting a box for her husband, brother or sweetheart, she is apt to pick out the prettiest label. Moreover, anything over $3 just for a box of something to burn up, seems a sinful waste of money to most of the gentler sex.

At some period of the eight weeks preceding Christmas, dealers have found that there is always a brief and sudden lull, when everyone stops for a moment to take account of whether they've got enough money for all they've got to get. But this works itself out, and the pervading spirit of good cheer usually brings considerable benefit to the cigar store man.

ADAM H. THEOBALD IS DEAD

Founder of Firm of Theobald & Oppenheimer Co. Passes Away Early Tuesday Morning. He Was Nearly Seventy-eight Years Old. The Funeral Services Will be Held Thursday Evening.

Adam H. Theobald, founder of the firm of Theobald & Oppenheimer, died yesterday morning following an operation at Hahnemann Hospital which took place more than a week ago. At first Mr. Theobald rallied bravely from the shock of the operation, but his age counted against him, and his condition grew worse until the end came early yesterday morning. The dead man was nearly seventy-eight years old.

Mr. Theobald was born in Ilbesheim, Germany, on April 15, 1827. He sailed for America when he was seventeen years old and set foot in New York on Independence day of 1844. The boy set out to make his fortune in a very practical way. He went to Stouchburgh, Pa., and began to learn the trade of cigar maker.

A few years later he transferred his activity to Philadelphia, and continued to work at his trade until he felt that he had thoroughly mastered it. In 1860 Mr. Theobald founded the business which was to become the extensive concern now doing business as Theobald & Oppenheimer Co., Mr. Oppenheimer becoming connected with the firm about 1880.

From 1860 Mr. Theobald guided the business in a steadily upward direction until December 31, 1895, when he felt that he could leave affairs in other hands. He retired and built a handsome residence at Bryn Mawr, in which he lived for four years. At the end of that period he removed to Philadelphia again, and took up his residence with his oldest daughter at 1214 North Broad street, and later with his son, Morris D., at 2217 North Broad street, after the latter's marriage.

Besides the son, two daughters survive him, Valeria M., the oldest child, wife of George E. Spotz, President of the Theobald & Oppenheimer Co., and Laura, the youngest child, wife of B. Frank Raule. Morris D., the son, was for years prominent in the firm's affairs.

Although Mr. Theobald was ill, his death was sudden in that it came as a great shock to his relatives and legion of friends. It is customary to speak well of the dead. It is a time when an effort is made to forget all unpleasant qualities. In the case of Mr. Theobald no change of thought is necessary. He was revered throughout his life and will be followed to his last resting place by a host of friends who saw in him no fault and to whom his departure comes as a deep personal loss.

When the sad news was communicated to the trade yesterday there was a spontaneous, unanimous expression of profound regret representing a more sincere tribute to the dead man's worth than any number of formal engrossed resolutions.

"He was square; he was a good man," was his epitaph among the business houses, and the members of his own family, who lose directly the tender care and love which the father extended over them to the last day of his life, can realize no more keenly the wide gap that is left.

The funeral services, as arranged this morning, will be held at 8 o'clock tomorrow (Thursday) evening, at 2217 North Broad street. Private interment will be made on Friday morning in West Laurel Hill Cemetary.

LEAF BOARD FAVORS LOCAL EXPOSITION.

Resolutions Adopted Endorsing Independent Exhibit in December.

The Exposition to be held in Philadelphia, in December, by the Retail Cigar and Tobacco Dealers' Association, is creating considerable interest, not only among the cigar manufacturers, but the leaf dealers as well, and evidence of this fact is shown by the following resolutions which were adopted by the Philadelphia Leaf Tobacco Board of Trade:

Whereas, The Retail Cigar and Tobacco Dealers' Association is making preparation to hold an exhibition and convention in this city during the week of December 12 to 17, and

Whereas, The object of this exhibition is to induce the dealers to handle and push Anti Trust goods more extensively and to educate the public to the superior quality of the goods made by the many independent factories, also to combat and prevent further inroads of the Trust, therefore, be it

Resolved, That the Philadelphia Leaf Tobacco Board of Trade, recognizing that any measure having as its object the benefit of the Independent Manufacturers will naturally benefit the entire industry, do heartily endorse the proposed exhibition and convention and pledge to the Retail Cigar and Tobacco Dealers' Association our earnest and constant support.

The resolutions are signed by J. S. Batroff, Secretary, and John R. Young President.

Superior Quality 10c. Cigar

Popular Club Shape 5c. Cigar

C. M. YETTER

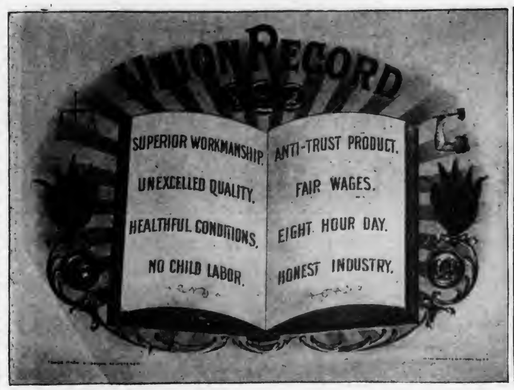
READING, PA.

MANUFACTURER OF

Fine Union Made Cigars

Correspondence with Wholesale and Jobbing Trade Invited

Two Strong Leaders in Union Goods



OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

SELLS ON ITS MERITS

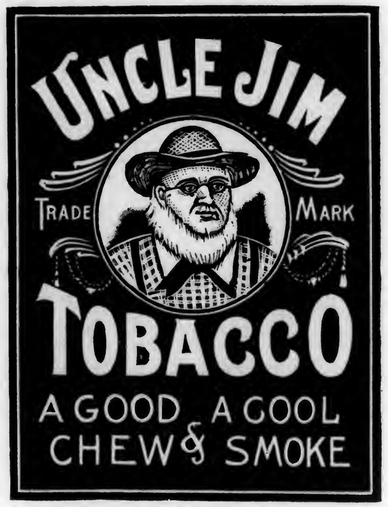
None Genuine
Without Signature

UNION MADE

INDEPENDENT FACTORY

ALL TOBACCO

No Dirt
No Stems



The Glatfelter-Snyder Tobacco Co.

Factory No. 38 YOE, PENNA., U. S. A. Ninth Dist. Pa.

JAS. ADAIR A. R. REIFF

ADAIR & REIFF,

PACKERS AND DEALERS IN

DOMESTIC LEAF TOBACCO

OFFICE AND WAREHOUSES, = = YORK, PA.

We carry a large stock of Pennsylvania Broad Leaf, Zimmer Spanish, Little Dutch and Gebhart.

ESTABLISHED IN 1895.

T. L. ADAIR,

RED LION, PA.

Wholesale Manufacturer
—OF—

FINE CIGARS

Make a note of our
"Wealth Producer"

An Exceptional Cigar for the money, and a ready seller.

SPECIAL LINES FOR THE JOBBING TRADE

W. E. KRAFT,

MANUFACTURER

HAVANA and .. SEED CIGARS

East Prospect, Pa.

OUR SPECIALTY IS THE

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

We sell on Quality
Not Sentiment—

McSherrystown Cigar Co.

H. J. ROTH, Manager

McSHERRYSTOWN, PA.

MANUFACTURERS OF

HIGH GRADE

UNION MADE CIGARS

But all goods bear the Label of the Cigar Makers' International Union of America : :

Correspondence with Wholesale and Jobbing Trade only Solicited.

Lancaster Tobacco Works
DEMAND
Long Cut
Smoking Tobacco
40 W. Orange Street,
LANCASTER, PA.

Lancaster Tobacco Works

J. G. SHIRK, Proprietor
No. 40 West Orange Street
Lancaster, Pa.
Factory, Chicago, Ill.

"DEMAND"

Is a New Brand of LONG CUT TOBACCO, packed in 1⅔ oz. Foil, 3⅓ oz., 8 oz. and 16 oz. Blue Papers,

CONTAINING COUPONS GOOD FOR VALUABLE PRIZES.

THE FINEST QUALITY OF GOODS YET OFFERED.
Jobbers and Dealers should get full particulars at once.

Philadelphia Tobacco Trade.

Dealers' Association Meets.

Last Thursday was the regular meeting night of the Philadelphia Cigar and Tobacco Dealers' Association, and while a few were present, no business was transacted. When it became evident that the attendance was going to be unusually slim, it was decided not to call the meeting to order.

It was expected that the resignation of Joseph E. Tuck, as President of the Association, would be presented, as it was known that Mr. Tuck, who left for California last week, had sent his withdrawal to the Secretary, but as the meeting was not of a formal nature the resignation was not referred to.

Mr. Tuck takes this action in spite of many requests that he remain in the chair, because he feels that his proposed absence of several months makes it advisable that he surrender the active leadership.

The names of a number of new members were announced last night, which scarcely offset the feeling of discouragement caused by the extremely poor attendance. Certain of the officers who have given freely of their time to the Association, and who have worked hard and steadily to prosper its affairs, feel that it is little enough to expect every dealer who has felt interest enough in the organization to join it, to give up one night a month to it, especially when that night is in the middle of the week.

The officers feel that they must be better supported by the rank and file of the members even if it entails a little inconvenience once in a while.

With Manufacturers and Jobbers

J. M. Hunsberger, representing Sheip & Vandegrift of this city, leaves on Saturday next upon an extended Western trip in the interest of his house, which will consume about six weeks, and will be the last trip for the present year.

The John Steigerwalt Co. has removed its factory from North Marshall street to Twentieth and Tioga streets, where they have also opened a fine retail store.

Henry Kraus, of Kraus & Co., of Baltimore, spent some time in Philadelphia during the week, looking after the interests of his firm.

The American Tobacco Co. introduced a new cigarette in Philadelphia during the week, which is about like the Sweet Caporal. It is a Virginia 5 cent. cigarette, selling for $3.80 a thousand. The brand is Piedmond. The American Tobacco Co. offered to jobbers buying 1,000

W. R. COOPER. United 'Phones. N. D. ALEXANDER.

W. R. COOPER & CO.

PACKERS of
and DEALERS in

LEAF TOBACCOS

OUR SPECIALTY:

Penna. B's and Tops

All Our Own Packings of

Domestic CIGAR LEAF Tobaccos

201 & 203 North Duke St.
LANCASTER, PA.

They Are Moving!

Mr. Dealer, Come With Us.

THE 3-I-C SPECIAL CIGARS

Are **Packed in Pouches, 100** and **250** in a Box, with Drop-Lid Front.

A Good Smoke, A Good Size,

A Good Seller.

Drop Us a Postal Card for Sample and Price.

PHARES W. FRY,
Lancaster, Pa.

W. C. JACKSON,
Wholesale Manufacturer of Cigars
East Prospect, Penn.

"OUR CLUB HOUSE"

Is a special brand of two for five cents cigars which we believe has no equal. The goods are made in Puritanos, and packed in 50's. It is not a new product, but is one that has been thoroughly tested, and was satisfactory everywhere.

Jobbers should write for full particulars

R. E. REIBER,
Newmanstown, Penna.
Manufacturer of
Fine Havana and Seed CIGARS

OUR LEADER IN NICKEL GOODS IS

SPECIALLY GOOD VALUE.

SAMPLES SENT TO RELIABLE PEOPLE ON REQUEST

Correspondence with Jobbers and Wholesale Dealers solicited.

Private Brands Made to Order.

W. D. SAHM

MANUFACTURER OF

High and Medium Grades of

Union-Made Cigars

Special Brands Made to Order

For the Wholesale and Jobbing Trade Only

CORRESPONDENCE SOLICITED

AKRON, PA.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages . . . . .

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS.

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., EAST PROSPECT, PA.

A. J. BRADY & SONS

We Guarantee Everything WE SELL

Cigar Manufacturers

McSHERRYSTOWN, PA.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars.

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane
Made in Londres, Perfectos and Panatelas.

Robert E. Pattison
Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

J. K. LEAMAN,

.. PACKER OF ..

Penna. Broad Leaf

AND DEALER IN ALL GRADES OF

Domestic Leaf Tobacco

Jobbing and Wholesale

138 Market Street

UNITED 'PHONE *LANCASTER, PA.*

D. W. HUBLEY,

THOMASVILLE, PA.

MANUFACTURER OF

Strictly High Grade

Seed and Havana CIGARS

Excellent Facilities
Finest Workmen..

CORRESPONDENCE SOLICITED
SAMPLES ON APPLICATION

J. W. Duttenhoffer,

Packer, Dealer and ...Jobber in...

Leaf Tobacco

Penna. Broad Leaf

OUR SPECIALTY.

33 North Prince Street

LANCASTER, PA.

R. E. JACOBY,

Rothsville, Pa.

Wholesale Manufacturer of STRICTLY UNIFORM QUALITY of **High Grade**

Seed and Havana.. **CIGARS**

CORRESPONDENCE with Wholesale and Jobbing Trade invited.

R. E. JACOBY,
Rothsville, Pa.

Chas. F. Smith W. H. Sheffer

Smith & Sheffer

Packers and Dealers in

Leaf Tobacco

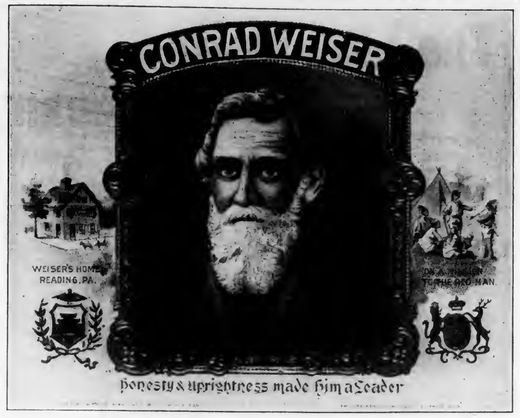
Office and Sample Rooms:

McSherrystown, Pa.

WE have just opened a NEW WAREHOUSE at HANOVER, and are prepared to show a full line of SEED LEAF TOBACCO, in a large variety. Our goods have all been very carefully selected, and we feel confident that our line is an EXCEPTIONALLY ATTRACTIVE one, which we are in a position to offer at

Very Moderate Prices

Remember, our **MAIN Office and Sample Rooms are at** **McSherrystown, Pa.**



J. H. WITTER & SON,

Wholesale Manufacturers of

Fine Havana CIGARS

Sheridan, Pa.

CONRAD WEISER 5c. CIGARS

The largest and best ***Clear Havana Filled Five Cent Cigar*** on the market.

Made in Four Sizes.

OUR GUARANTEE goes with the CONRAD WEISER Cigars that they are Clear Havana Filler, Connecticut Binder and Sumatra Wrapper.

We invite correspondence with Wholesale Dealers and Jobbers, and furnish FREE SAMPLES to RESPONSIBLE HOUSES.

They are Money-Makers to Anyone. If you do not handle them, write at once and be convinced.

Sweet Caporal and 1,000 Piedmond a rebate of 50 cents per thousand on the Sweet Caporal.

Arthur Hagen & Co., of Front street, has taken the agency for the Eastern territory of the Red Devil chewing tobacco, manufactured by the Queen City Tobacco Co. The Hagen Co. has already put men out in Pennsylvania, New Jersey and Delaware, and will push the article vigorously.

L. Podolnick, a South street jobber, is in New York this week buying for his holiday trade.

The demand for Telonettes has been so good lately that the factory is two weeks behind in its orders. These little cigars are manufactured by I. Lewis & Co., of Newark.

For a week or more the price to jobbers on Turkish Trophies has been $7, and on Moguls $9.50. Turkish Trophies were formerly $7.25 for plain and $7.75 for cork tips. Moguls were also considerably higher. It is believed that the reduction may have been made so that the cigarettes can make a better show against Turkish Delights, made by the Khedivial Co., and going to the jobber at $7.50, with practically a 2 and 10 per cent. discount.

William H. Banton, a local jobber is pushing a new smoking and chewing tobacco, Pineapple Cut Plug, which is put up in 5 cent. 2 ounce packages by the Weisert Bros. Tobacco Co.

The El Draco Manufacturing Co. will open its new factory at Sellersville, Pa., on Monday, with a full force of hands. The Company will make its nickel cigars in this plant and expects to run it on full capacity and time.

Lester Newberger, of Stewart & Newberger, will return at the end of this week from a trip through the South from which he has reported good business.

Charles H. Kors, of the Vicente Portuondo Co., broke into town for a day during the week, and then went back to New York State where he is making an extended business trip. Mr. Kors said business on the road was good.

Joseph Vetterlein, of Vetterlein Bros., has returned from his Southern trip and says that things are as lively in the South as could be asked.

Among the Salesmen.

"Jim" Batterton, of Ruy Lopez & Co., of New York and Key West, was in Philadelphia for a few days during the week.

Horace R. Kelly, of Blabin Bros., of New York, was in town working up orders for the holiday trade.

Joe Wertheimer, of Jose Lovera & Co., of New York, was among the salesmen who struck Philadelphia late last week.

Jos. Diaz, of Bustllo Bros. & Diaz, was shaking hands around town during the week. He says business is good.

Leaf Dealers' Jottings.

Hirshberg & Bro. Will Soon Move.

Julius Hirschberg & Bro. expect to get into their new place early in December, where they will have splendidly equipped quarters. The new address will be 216-218 North Third street on the ground floor of the Moore Building which is just being completed. The Hirschberg space consists of the first floor, a roomy stone and plaster area which gives an extra entrance on the side street and which will be occupied in the front section by a luxurious suite of offices. The space is duplicated in the basement, which will serve as a perfect storing room for tobacco.

General Nunez Here.

General Emilio Nunez, of the Loeb-Nunez Havana Co., formerly of this city, and since the independence of Cuba, the Governor of Havana Province, is here on a thirty days' leave of absence from Havana. He is here for his health and also to pay a visit to the St. Louis Exposition. He is at present stopping with his brother-in-law, Vicente Portuondo, at his residence, Thirty-seventh and Spring Garden streets.

F. Eckerson, of F. Eckerson & Co., has returned from Connecticut, where he went on a buying trip. Mr. Eckerson says that the market is bare of old Connecticut, but that the new crop will be in shape very early this year, probably by the last of December, as some of the growers are force-sweating their tobacco. The crop is good and prices will remain high.

Frank Dominguez, of E. A. Calves & Co., who is in Cuba buying for his firm, reported this week that he is not all satisfied with the tobacco, which is not up to standard, although prices are high. Mr. Dominguez will probably remain in Cuba a month longer.

At L. P. Kimmig & Co.'s a better demand was experienced during the week, although most of the increased inquiry is from the West. The local market is still dull.

I. W. Weinberg, with S. Weinberg, leaf dealer at 120 North Third street, made his maiden trip on the road last week covering nearby points in Pennsylvania.

Here and There With the Retailers

Retail Business Still Bad.

Complaints were still heard from the retailers this week, although in a few cases business brightened up a bit in anticipation of the holiday rush.

The retail trade is undoubtedly very flat just now though, and a good many dealers are sighing heavily when they think of their rent. Rents in Philadelphia are notoriously high, and a steady slump is a heart breaking period.

Business with a number of dealers dropped off a little on account of the fact that the end of the month was approaching, and many customers who have monthly bills sent don't want to order much more until the first of next month.

Some of the dealers said that about half the men who entered their place were salesmen, one central retailer declaring that there were fourteen salesmen in his place in one day, against three or four in a week usually. The stream has been a steady one all the week, and it is evident that a good many must be carrying empty order books, as no dealer

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of
High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY
LK-DATA
LA PURISTA
INDIAN PRIDE
LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively
LANCASTER, PA.

The Best Goods for the Least Money.

A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,

DENVER, PA.

Manufacturer of
High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

W. H. RAAB & SONS,

MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of
STRICTLY UNION-MADE CIGARS
OUR LINE:
Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

is buying more than he has to. Of course, a good many orders are being placed on holiday goods, but even a fair run of trade would not get away with six pipe salesmen, one right after the other.

New Firm of Independents.

A new firm of jobbers and retailers has been started at 145 North Ninth street, under the name of the Keystone Tobacco Co. The new concern opened its doors on Monday of last week, and announces that it will handle independent goods exclusively. A specialty is being made at present of Central Union and Peachy tobaccos, the former manufactured by the United States Tobacco Co., of Richmond, and the other by J. S. Geller. The members of the new firm are L. Walters, G. Young and C. McFarland.

Max Cohen, a son of E. Cohen of E. Cohen & Son, opened a jobbing and retail store in Bristol, Pa., last Saturday. The store is at 317 Mill street.

Chris. Wogan, retail dealer on Tenth street, above Chestnut, has a very attractive window display of the Hunter and Walnut 750 brands manufactured by the El Draco Co., and an elaborate display of the Hunter cigar will be made in a few days in Smedley's store on Filbert street, between Thirteenth and Broad.

Bege Bros., Manayunk jobbers and retailers, say that the slump in that suburb seems to have broken, as business has picked up considerably during the past two weeks. The firm is making a specialty of the "Mr. Right" 5 cent cigar.

"DEMAND" LONG CUT NOW ON THE MARKET.

The Lancaster Tobacco Works, of which J. G. Shirk, a well known tobacconist, of Lancaster, Pa., is the proprietor, is placing on the market a new brand of long cut tobacco under the title of "Demand" with what would seem an especially attractive proposition to jobbers.

"Demand" long cut is put up in various styles, namely 1¾ oz. foil packages, 3½, 8 and 16 oz. packages, wrapped in blue paper. In order to introduce the goods quickly the Lancaster Tobacco Works are offering a free deal of ten pounds extra with each 100 pound order received prior to December 31, 1904. This tobacco is claimed to be one of the finest products in its line that has yet been offered for either chewing or smoking purposes, and will be sold by the manufacturers direct to the jobbers.

The goods are made entirely of light sweet Burly tobaccos of the choicest selections. Several missionary men have already been placed in the field and it is the intention to work the coal fields in a particularly aggressive manner. Jobbers in that territory will therefore profit by looking into the matter at their earliest opportuity.

This is not the first undertaking of its kind by the Lancaster Tobacco Works, their opperations in the past being so well known that it is unnecessary to refer to them in this instance. The earnestness of their efforts, the quality of their goods and the successful efforts of their representatatives, all have helped to make the previous success of the concern, which is to be more than duplicated in the present undertaking. Parties interested can communicate with the Lancaster Tobacco Works, at 40 West Orange street, Lancaster, Pa., where they will be informed of the full prices.

Announcement

Our New Catalogue of Presents

for the period ending Nov. 30th, 1905,

Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

Established 1891. Factory No. 3765.

JOHN ZUDRELL,

Manufacturer of

High Grade 5 and 10 Cent Cigars

GENUINE UNION MADE,

EPHRATA, PA.

KLONDIKE, OUR FIVE CENT LEADER, Is a Good Seller, Always Uniform in Quality.

GOODS SOLD DIRECT TO JOBBERS AND WHOLESALE DEALERS.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS
Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903
Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

OLD GOODS ACTIVE IN LANCASTER

Business For the Week Goodin Some Sections, Poor in Others.

Lancaster, Pa., Oct. 31.

The local leaf market during the past week has been fairly active in old goods that is to-day 1901 and 1903. The really old goods are so thoroughly cleaned up that it is forcing more attention to the 1903, which is after all coming to be regarded as not so bad. Several packers have disposed of the major portion of their packings, but there are still a number of desirable lots to be had.

Menno M. Fry & Co., who several weeks ago closed out practically their entire packing of 1903, have since bought several hundred cases, and have also disposed of them.

John D. Skiles recently sold about 300 cases, and I. H. Weaver has been quite busy for some weeks past.

The Hoffman Leaf Tobacco Company, at Marietta, one of the most extensive handlers in the State, have lately done a voluminous business.

At Bowmansville business is dull, at Terre Hill fairly good, at Ephrata and Denver fair, and Akron very good, with some manufacturers, particularly C. Rippin, who has increased his force and has sufficient orders booked to keep him running full force until February.

A. N. Wolf has just returned from the West where he met with good business.

J. Albright, of J. Albright & Bro., on East King street, Lancaster, left last week for a pleasure trip to Florida.

Hy. Gottselig & Bro., of Lancaster, will soon place on the market a new brand of nickel cigars under the title of "Great Poet," for which a new label is daily expected.

A rather interesting tobacco case came up in the local courts recently in an action brought by J. B. Minnich against S. L. Johns, to recover about $750 alleged to be due him for purchasing tobacco. It was contended by the plaintiff that 750 cases of tobacco had been bought, but at time for delivery a number of growers refused delivery. The plaintiff argued that he was not to blame and should be paid for his work. The defense argued that in view of the non-delivery of some of the goods claimed to have been bought, the work was not complete and that plaintiff was therefore not entitled to full compensation, and furthermore, that he had not been authorized to make purchases beyond 50 or 100 cases. The jury rendered a verdict for the plaintiff for $699.15.

Buying of the new crop is progressing only moderately and has not yet become general. Prices paid continue to be rather high. Farmers have lately been favored with exceptionally good weather and the new crop is curing very satisfactorily.

John A. Kauffman & Co., have at present a very heavy mail order business.

B. Liberman, of Liberman Bros., Sumatra importers, Philadelphia, was here this week showing a line of importations.

TRADE GOOD AROUND READING.

Manufacturers Say They've Got More Than They Can Do.

Reading, Pa., Oct. 31.

The manufacturers in this section all have a very good trade now, and in fact there is every indication that the year's business will show gratifying results. A few weeks ago there was a sort of expectancy of anti-election dullness, but it has not materialized.

All the large factories are running strong on Western orders and several union factories are also benefiting by good trade conditions in the East.

Moore & Lanning at Richland are putting up an extension to their factory, which will nearly double the present capacity. Although some urgent orders are in hand, they were obliged to suspend operations this week during necessary changes.

John J. Roth is running more than his usual force, and reports a greatly increased demand for his Perkiomen 10c. cigar in Reading and elsewhere. The "What" brand, which is one of his 5c. leaders, has made a happy hit, and sales are growing daily. The demand for his "Modern Woodman" he informs me is beyond his factory capacity, it being an excellent seller in the West.

The Keystone Tobacco Co. has lately received some large orders for its product, and they were obliged to resort to working over time to get the goods out promptly. They make a specialty of putting up both chewing and smoking tobacco of any kind under private brands for jobbers and wholesale dealers.

NO FALL RUSH IN YORK COUNTY.

Business is Fair But There is No End of the Year Boom.

York Pa., Oct. 31.

While many York County manufacturers are moderately busy, yet they experienced as yet no great fall boom, as has frequently been the case in previous years. It is now believed that the year will close in a more or less desultory manner. It must not be understood, however, that manufacturers are despairing in the slightest; in fact, the conditions have improved very perceptibly during the past month, but there has not been the usual fall rush and the fact is felt.

At several of the larger factories there is still a considerable quantity of goods stacked up, but manufacturers are hopeful of being able to move them all together with a steady and continued output, before the end of the year.

Very few new factories are being opened just now, which is usually the time of year when farmers take out licenses to manufacture cigars at home during the winter season.

Several cigar boxmakers inform me that they have more orders on hand now than were on hand a few weeks ago, which is confirmatory of my statement that the general conditions have improved lately.

Trade at Red Lion seems quite active and manufacturers are beginning to make outside purchases to meet the demand made upon them for goods.

D. C. Kaltreider, of Red Lion, has made the foundation excavations for the erection of a new factory building.

S. R. Kocher, of Wrightsville, is this week making a business trip to Philadelphia and vicinity.

Loeb-Creagh Havana Co.

125 N. THIRD ST.

Philadelphia

Importers of

Havana and Sumatra

TOBACCO

Also Packers of and Dealers in

Domestic Cigar

Leaf Tobacco

HAVANA WAREHOUSE

Amisted, 96

AMSTERDAM, HOLLAND

Brakke Grond, 5

Now is the Time

to increase your business, and in order to do this you must, first of all, buy your Tobacco from a place that carries a large selection; and secondly, where you can get the best; thirdly, and at the most reasonable prices.

This firm has the reputation of carrying the largest selection of Tobacco in retail, and makes a specialty in suiting the retail trade. We carry this immense stock so as to give you the selection in all grades of goods. We have over 100 cases open in retail.

By examining the following price list you will be convinced that our prices will stand comparison with any others.

SUMATRA

1st Size, Light to Medium	$3.25	1st Size, Medium	$2.60
1st " Light, slightly Spotted	3.00	2nd " Light to Medium	3.00
1st " Medium to Dark	3.00	2nd " " " " old goods, big yielder	2.75

FLORIDA WRAPPERS

1st Size, Light Plain good burner and great yielder	$2.00	2nd Size, Medium	$1.00
1st " Light to Medium Plain good burner	1.25	Medium Size	.75

HAVANA

1st Cap, Vuelta for Clear	$1 20	1st Cap. Remedios	$0.90
1st " Remedios for Mixing	1 20	2nd " Remedios	.75, .90, 1.00
2st " Santa Clara	1.15	Havana Scraps	.60
1st " Remedios	1.15	Porto Rico Filler packed in carrots like Havana	.30
1st " Remedios	1.10	Porto Rico Scraps, make a fine smoke	.20
1st " Remedios	1.00		

CONN. HAVANA SEED WRAPPERS

Fancy Light Wrapper fine burner	$1.00	Light Plain	$0.40
Fancy Medium " " "	.75	Medium to Dark Plain	.40
Fancy Medium Spotted " "	.60	Light Plain	.35
Light Plain fine burner	.60	Dark Plain	.30
Medium Plain	.50	Light Plain	.25
Light Plain	.50	Medium Spotted	.25
Light Spotted	.40		

BINDERS

Connecticut East Hartford Light Wrappers and Binders	$0 25	Wisconsin Binders	.22, .25
Medium Conn. Old Goods	.22	York State Old Goods	.18, .20
Conn. Ground Leaf	.16	Pa. Broad Leaf Binders	.20
Medium Con. Binders	.16, .18, .20		

FILLERS

La Aurora	$0 30	Penna. Havana Seed B's	.15, .20
Gebhart	.22	Onondago B's, Mild and Sweet	.16, .18, .20
Extra Fine Zimmer, in size like Havana	.25, .30	Onondago Filler	.10, .12, .14
Large Size Zimmer	.18, .20, .22	Wisconsin B's	.18, .20
Little Dutch	.14, .18, 20, .22	Wisconsin Fillers	.8, .10, .12
Pa. Br'd Leaf B's good old and mild	.18, .20, .22	Old Conn. Fillers	.12, .14, .16
Pa. Broad Leaf Filler	.10, .10, .14, .16	Loose Leaf Zimmer	.8

Large Assortment of Pa. Broad Leaf by the Case Lots. All goods are guaranteed to be satisfactory or money refunded by

S. WEINBERG

Largest Retail Leaf Tobacco Place

120 North Third Street, Philadelphia

All orders by mail or phone are sent C. O. D., and are promptly attended to. We pay for the money return charges on C. O. D.

NOTICE:—We sell in all quantities from 1 lb up.

BELL PHONE—MARKET, 38-88 A

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901
First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

C. S. COOPER,

Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

PAN AMERICAN
Registered.
To Be Continued Next Issue.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made *CIGARS*
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

RICHMOND JOBBERS GLOOMY

Fear Trust Will "Work Up" the Town and Cut Commissions.

Richmond, Va., Oct. 28, 1904.

Jobbers in this city, inclined to be independent, are considerably exercised over the fear that the trust is laying plans to get busy in this city with a view to lining up some of the independents and whipping some of their own customers into a more subservient frame of mind.

These portents have created an uneasy feeling in the trade as nobody has any idea which way the cat will jump. A number of dealers who have been handling trust and independent goods together so as to fill orders, have been complaining rather bitterly of the commissions allowed by the American Tobacco Co., which, they say, are out of all proportion to the proper percentage.

Now, what many of the jobbers and dealers are afraid of is that the trust will chop the commissions still lower, and an effort is being made to interest the public in the situation with the hope of frightening off their taskmasters.

One local dealer said in an interview:

"It appears to be only a question of time when the trust will have the dealers generally held down to very small commissions—the lowest possible figures—and the dealers might as well begin their fight now. It is a question for the newspapers and the public to fight. Let the newspapers keep the people posted as to conditions. As long as the public buys trust goods the dealer must put trust goods on his shelves. If the public would take a determined stand and throw down the goods made by the trust, the dealers—who are now compelled to handle the goods, although the duty is obnoxious to them—would be able to fight for independence."

UNDERWRITING SYNDICATE DISSOLVED.

Underwrote Consolidated Tobacco Bonds and Distribution Will Now be Made.

Announcement has been made by the managers of the $25,000,000 syndicate which underwrote the Consolidated Tobacco bonds that the syndicate has been dissolved, and participants are notified of the following distribution:

A participant having an allotment of $500,000 upon which he paid $100,000 when the 20 per cent. was called, receives $140,000 of Consolidated Tobacco 4 per cent. bonds and $21,816 in cash, which amounts to $126,816, less interest, which he gets for the use of his $100,000, estimating the bonds as worth 75, which makes their market value $105,000.

UNITED CIGAR STORES IN TEXAS.

The United Cigar Stores Co. has been granted a permit to do business in Texas. The permit was granted by the Secretary of State, and the company will establish Texas headquarters in Houston.

Retail Business Is Good In Wisconsin.

Varied Schemes of Milwaukee Dealers Attract Much Trade.

Milwaukee, Wis., Nov. 1.

Just now the hunting season is on in Wisconsin. One of the large cigar dealers wishing to catch some of this business advertised "Hunters' Outfits," and this is what one might buy: A hardwood box 15 inches long, 12 inches wide and 7 inches deep, containing two boxes of cigars, 50 in a box; one box was of heavy Cuban tobacco, and the other was light domestic; one good pipe, and four cobs, three tiny boxes of smoking tobacco; four boxes of matches. The whole "kit" sold for $5, and the dealer said he sold 109 in two weeks. He remarked, on the side, that the same boxes would do for campers, for gentlemen's smoking dens, or Christmas presents.

"Seventy-five per cent of my cigar trade is in 10 cent goods and the call is mostly for clear Havanas," said Edmund Z. Thatcher. "A year ago my trade wanted cheaper goods. I can't account for the change, unless it is true that people have more spending money this year. I used to have a heavy demand for 5 cent goods, but now I don't sell a hundred a week."

Leo Abraham, last week, made a run on the Seneca, a 10 cent Havana cigar, by giving one away when a customer would buy one and present a coupon from a newspaper. In the two days sale just 12,800 cigars were disposed of. As there was no limit to the number one might buy, a great many smokers took advantage of the chance to get a box by first buying 50 penny newpapers, and presenting them with $2.50, making 50 swell 10 cent cigars cost him just $3.

The retail business is growing steadily in this city, dealers reporting that Havana and clear Havana goods are the leading sellers this fall.

The big Sternberg Manufacturing Co., which makes moulds and other paraphernalia needed by cigar manufacturers, are nicely located in their new home in this city, having recently removed from Davenport, Ia. Ernest Sternberg said:

"We are getting down to business now, and things are going along smoothly. It is a mighty big job to move a manufacturing establishment from one city to another, and I do not want to move again as long as I live. We are more than pleased with our surroundings, and feel that we made a good business move in coming to Milwaukee. ANDERSON.

PATENTS RELATING to TOBACCO, Etc.

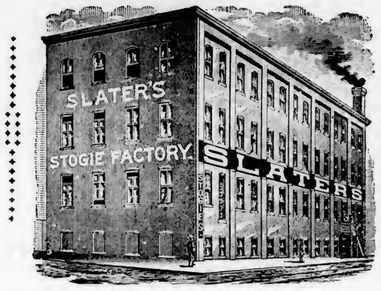
773,367, Manufacture of pasted tubes for cigarettes; Anatole Benoit, J. Guenniffet, and J. Nicault, Paris, France.

773,484, Apparatus for making cigarette paper books; Julius C. Drucklieb, New York City.

773,008, Mold for making plug tobacco; Richard E. Ellis, assignor of one-half to T. McCord, Syracuse, N. Y.

772,942, Tobacco pipe; Ludwig D. Koch, New York City.

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



OUR BRANDS:

CUBAN EXPORT
The Highest Grade Produced

NEW ARRIVAL
Havana Filler, Connecticut Wrapper

LANCASTER BELLE
High Grade, Hand Made, Long Filler

JERSEY CHARTER
A Pennsylvania Seed Leaf Stogie

CYCLONE
Made of Pennsylvania Seed Leaf and Wisconsin

GOOD POINT
Made of Little Dutch Filler

CAPITOL
Wisconsin and Little Dutch Tobaccos Used

Royal Blue Line **Blended Smoke** **Little Havanas**
Gold Nuggets **Big Stogies** **Everyday**
Brownie **Costello** **Boss**

All Favorites with Stogie Smokers

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SHINDLER
Manufacturer of
Fine Domestic Cigars
Jobbing Trade Solicited
Red Lion, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

CINCINNATI SALES LIGHT AND POOR.

Retail Dealers Fined For Sale of Cigarettes to Minors.

Cincinnati, O., Oct. 31.

Offerings were light and generally poor in quality at last Saturday's cigar leaf sales, the total amounting to 121 cases. Zimmers and Wisconsins comprised the greater portion, with a few cases of Connecticut seed leaf and Havanna wrappers. The best of the Zimmers ranged from 6@9½c and the Wisconsins and Connecticut stock from 5@7½c. Havana wrappers sold from $10@28 per 100 pounds.

A crusade against the sale of cigarettes to minors was inaugurated at Cincinnati last week, and one cigar dealer, Albert Huber, and three candy store proprietors, John Wilderman, Oliver Woest and Mrs. Mary Hammersmith, were arrested. Huber pleaded guilty and was fined the costs. The others entered not guilty pleas and their cases were continued until next week.

J. L. Elliott, of Hamilton, filed a voluntary petition in bankruptcy last week.

Michael Ibold, cigarist at Ninth street and Central avenue, Cin., has returned from a trip to Germany.

John Pentel, cigar dealer at Zanesville, was fined $6.15, on Oct. 29, for furnishing tobacco to minors.

Chas. Krohn, the Cincinnati retailer, is at business again after a pleasant two week's stay at the St. Louis Exposition.

Berning Bros. have started a new factory on Twelfth street, Cin.

E. V. MacKensie, of Cincinnati, has gone to New York for a short visit.

George Harnet, representive of Church & McConnell, the Toledo manufacturers, is making a swing through the East.

David Freiberg, is touring the northern part of the State in the interests of the Queen City Tobacco Co., of Cincinnati.

Lee Cahn, of Fourth and Walnut streets, Cincinnati, spent last week in New York.

BUHRMAN.

AMERICAN TOBACCO CO. WILL MAINTAIN INSURANCE FUND.

The new American Tobacco Co. will evidently maintain an insurance fund of its own, judging by the following indorsement which for a couple of weeks has been attached to policies covering tobacco risks:

"An insurance contract or contracts written on property hereby insured by William R. Harris, Martin J. Condon and Charles S. Keene, or their successors, as attorneys for the American Tobacco Co., Continental Tobacco Co., American Cigar Co., American Snuff Co., P. Lorillard Co., R. J. Reynolds Tobacco Co. and Mengel Box Co. or the successors of said companies or any of them, shall be considered and treated as concurrent contributing insurance, although the insured is under said contract or contracts as an insurer."

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Nov. 1, 1904.

San Juan.—Boulton, Bliss & Dallett, 1 cs cigarettes.

Vera Cruz—A. S. Lascelles & Co., 3 cs cigars; W. O. Smith, 1 do.: J. F. Ward & Co., 31 bales tobacco, 26 cs cigars.

HAVANA TOBACCO.
Str. Havana, arrived Oct. 28:
(405 bales)

Jas. E. Ward & Co.	327 bales
J. Bernheim & Son	41 "
Havemeyer & Co.	12 "
Jones & Davis	11 "
E. Pascual & Co.	10 "
R. M. Blake & Co.	4 "

HAVANA CIGARS
Str. Havana, arrived Oct. 28:
(10 cases.)

Jas. E. Ward & Co.	6 cases
V. Lopez	3 "
J. L. Wilkie	1 case

PORTO RICAN TOBACCO.
Str. Ponce, arrived Nov. 1:
(303 Lales.)

Mateo Rucabado	200 bales
Levi, Blumensteil & Co.	42 "
West Indies Cigar Co.	32 "
Arguelles, Manrique, Sola & Co.	29 "

PORTO RICAN CIGARS.
Str. Ponce, arrived Nov. 1:
(365 cases; 8 boxes.)

Order	138 cases
American Cigar Co.	45 "
Am. W. I. C. Co.	39 "
West Indies Cigar Co.	26 "
A. S. Lascelles & Co.	26 "
Mateo Rucabado	19 "
G. W. Sheldon & Co.	12 "
Durlach Bros.	11 "
F. Bonilla & Co.	8 "
Cayey Caguas Tobacco Co.	8 "
R. Arguelles, Manrique, Sola & Co.	7 "
Victor Malga & Co.	6 "
DeFord & Co.	6 "
Porto Rico Cigar Co.	4 "
Rojas, Perez & Co.	4 "
B. Raap Trading Co.	3 "
Antilles Trading Co.	3 "
A. S. Lascelles & Co.	8 bxs.

—H. S. McGiffin and Frank Enfield have formed a partnership and secured a several years lease of a three-story warehouse in Janesville, Wis., where they will conduct a leaf tobacco business. Mr. McGiffin has had thirty years experience in the tobacco business.

—A. Cruickshank, R. P. Jones and George B. Rush have filed application for a charter for the Cruickshank Cigar Co., of Atlanta, Ga. The company will deal in cigars, tobacco and periodicals.

—J. and W. C. Anderson, of the firm of J. T. Anderson & Co., of Gallatin, Tenn., have retired from the business, which will henceforth be conducted by J. H. and Edward Anderson.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in Leaf Tobacco
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the CIGARS of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

CUBAN WRAPPERS ON FOREIGN CIGARS.

Law Prohibiting the Export of Palm Bark Used for Coverings.

H. J. Squiers, Minister to Havana, has written to the Department of Commerce and Labor describing a law published in the "Gaceta Oficial," prohibiting the exportation of "Yaguas."

"Yaguas," are the thin, brown, net-like coverings of leaves growing around the fruit of the palm bearing that name. They grow large enough to wrap up fifteen or twenty cigars, which are thereby kept moist and given a particular and much-appreciated fragrance. The law was framed to prevent the exportation of this wrapper to countries producing a tobacco inferior to that of Cuba, but which, by using the Cuban wrapper, are able to place their cigars on the market as Cuban, thus lowering the present high standard of that most important Cuban production. The quantity of "yaguas" exported during the year 1903 was 132 tons, of which 65 tons were exported to the United States and 64 tons to Germany.

DOGS SMUGGLE TOBACCO.

Novel Way of Getting Contraband Goods Across Italian Frontier.

A report from Geneva, Switzerland, states that within the past three months nearly three hundred dogs have been shot by Italian customs officers on the Swiss-Italian frontier while smuggling tobacco and sugar from Switzerland. If the goods are once over the border they cannot be impounded, but under the law are considered as having paid duty.

The fact that these articles are heavily taxed in Italy has led to a great deal of smuggling, especially of tobacco, and the Italian Government has fenced off the frontier with high strips of wire netting, of which the gates are fitted with alarm bells, while customs officers armed with rifles are on guard every hundred yards or so.

It has thus become almost impossible for men to carry on smuggling without being caught, and consequently they have taught dogs to do the work.

The animal is first taken to an Italian village near the frontier, where he is petted and well fed.

After some weeks of this the dog is taken to the nearest Swiss village, where he is half starved, and where a man in the uniform of an Italian customs officer gives him an occasional beating.

After a few days of this treatment a parcel of tobacco is fastened to the dog's collar and he is set free.

He immediately makes for the frontier to reach his home on the Italian side, and when he catches sight of an Italian customs officer he remembers his beatings, and does his best to avoid coming near him.

The dog wanders up and down the wire fence until he comes to one of the spring gates, which he pushes open.

A bell tinkles, and the customs officer immediately fires at the dog, but if he misses the animal the smuggled goods cannot afterwards be impounded, for all goods that have once got over the frontier are considered as having paid duty.

After a dog has been shot at two or three times, and has got away, he becomes extremely wary, and will wait until the officer is at the furthest end of his "beat," and will then endeavor to pass the spring gates with as little effort as possible, so as not to set the bell ringing.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The 1904 crop of tobacco is fast being pressed into the bundle, and I think fully one-half of the crop is already in the process of being stripped, and most of the remaining half will be taken down the first damp spell that comes. Much that is still hanging would have been taken down last Thursday and Friday had there not been some fat stems to be found in it still.

Some have shoved the poles of the lower tier together, so as to make room to pass the upper tiers down through, as there are very few, if any, fat stems in the second and third tiers. The lower tier is more easy to reach by dry or damp air than the tiers above, and perhaps that is one reason why the plants are curing more slowly, as the doors are closed a good share of the time, and the heavy, damp, cool air of the night passing under the sills and being absorbed by the tobacco on the ground tier, causes it to cure more slowly, and as a consequence we have the uncured or fat stems. If the lower tier gets thoroughly cooled it takes a long time in the morning to bring the temperature up to the point of curing, acting in a degree as though it were placed in cold storage. With the sheds as they are now, it might be well to open the small doors as early in the morning as practicable and allow free circulation to take place, thus bringing the temperature of the shed up to the point where the drying process will go forward.

A few buyers are riding in this locality, but have bought very little as I have heard.

Our correspondents write:

Wethersfield, Ct.: "The damp weather

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent CIGARS
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

F. A. NOLL,
Wholesale Manufacturer
OF
High Grade
Hand Made
CIGARS
Newmanstown, Pa.
PRIVATE BRANDS
For the Wholesale and Jobbing Trade
A SPECIALTY.
Personal Attention. Skillful Workmanship.

enabled the farmers to take down some of their tobacco as it was in fine condition and looks very nice. No sales."

Conway, Mass.: "No sales to report this week. Buyers were in town last week, but were taking too low prices for us. Quite a little tobacco was taken down last week, so we can see how it is coming out and find that it is not below our expectation. It is a nice, light crop, and ought to bring good prices."

East Whately, Mass.: "I have to report the sale of the crop of George Dickinson and the crop of John Donovan, also the crops of P. Coneley & Son, in all about thirty acres, at prices of about 17c in bundle."—American Cultivator.

EDGERTON, WIS.

The buying movement which has been pushed in most of the growing sections for some weeks past, begins to decline, with indications that the first rush is about over. Some of the large operators have nearly filled their orders and are retiring their men from the field, and the drying condition of the hanging tobacco is given as an excuse for a lull in the riding. Late contracts show but little change in price from our previous quotations which range about the 8 cent mark. A few local packers have disposed of their contracts during the week, the United Cigar Manufacturers being credited with securing nearly 1,000 acres, mostly of Vernon county leaf. The Eisenlohr firm also purchased the holdings of C. R. Bentley.

The movement of old leaf from country hands continues, which is all the time reducing the remnants left of 1903 and older, but figures are small.

The weather continues favorable to the curing of the hanging tobacco which is now almost beyond any danger from freezing conditions.

Shipments, 400 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 64 hhds, offerings on the breaks 150 hhds, total sales 184 hhds.

The quality of the offerings shows no improvement, being composed as of late mainly of poor or nondescript leaf, for which there seems a good demand in default of better quality. The market was without material change.

The dealers are carrying out their announced policy of selling out clean, and are accepting present prices instead of holding for possible higher values.

The weather continues very dry, preventing handling in the barns. We had our first killing frosts on the 25th and 26th of October.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.50	to	6.75
Medium Leaf	7.00	to	8.00

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID-DOVETAILED
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Bible Address, "Boales," U. S. A.
Hopkinsville, Ky.
Successor to Arnold's No. 5 Tobacco Climber

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

California

Dinuba—T G McCulloch, cigars, etc., chattel mortgage, $250.

Eureka—Maneval & Fleming, cigars, burned out.

Florida

Tampa—Manuel Menendez & Bro., cigar manufacturers, succeeded by Menendez Bros & Verplanck.

Georgia

Rome—A Abromsons, cigars, etc., chattel mortgage, $400.

Idaho

Summit—B Costello, cigars, deed, $1,000.

Illinois

Chicago—Henry Hewitt, cigars, etc., chattel mortgage, $1,500——Samuel L Katz, cigars, petition in bankruptcy.

DeKalb—Bogue & Slade, cigar manufacturers, succeeded by C W Slade.

Indiana

Bluffton—DeHaven & Bayha, cigar manufacturers, suffered by fire.

Indianapolis—Jas A Breeding, cigars, real estate mortgage, $1,500.

Rochester—Wert Bros, cigars, succeeded by Harry Wert.

Michigan

Bay City—J G Clarkson & Co, wholesale and retail cigars and tobacco, bill of sale, etc, $1.

Detroit—Owl Cigar Co, retail tobacco and cigars, sold out.

Port Huron—J L Marcero & Co, retail cigars and tobacco, fire damage; insured.

New York

Tannersville—M Lackey, tobacco and cigars, deed, $500.

Troy—Robert Gibson, cigar manufacturer, damaged by fire.

Oregon

Halsey—W M Stewart, cigars, etc, real estate mortgage, $250.

Huntingdon—A H Cochrane, cigars, chattel mortgage, $400.

Pennsylvania

Harrisburg—M W French, manufacturer and retail cigars, dead.

Scranton—Becker Bros, manufacturers and retail cigars, judgment, $3,000, vs John J Becker, individually.

Virginia

Richmond—R A Patterson Tobacco Co, damaged by fire.

Wisconsin

Beloit—Thomas C Winn, cigars, real estate mortgage, $2,500.

wwww

—All the tobacco dealers of Stockton, Kan., have signed an agreement to destroy all tobacco papers received with tobacco.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
326--338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St.
NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS.
MANUFACTURED BY
L. L. BEDORTHA.
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

WRITE FOR SAMPLES AND PRICES TO
F B FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT MFG. LITHOGRAPHERS 814-826 LAWRENCE ST PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

KEYSTONE CHEMICAL CO.

MANUFACTURERS OF

Cigar and Tobacco Flavor, Sweetener, Etc.

HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address-
S. Omicron & Co.,
430 Walnut St.,
Philadelphia
Bell Phone

A GOOD CIGAR is

WELL-MAID

A Cigar that SHOWS RETURNS.

To show a satisfactory return, a Cigar must possess POINTS OF SUPERIORITY that will warrant the adding of a profit to the COST PRICE.

A CIGAR, to sell at a satisfactory profit at all times, must possess points of superiority that will warrant the RETAINING of a margin of profit under all conditions.

The WELL-MAID Cigar will show results in any retail store.

They are Money-Makers to any one.

If you do not handle them, write at once to

G. H. SACHS, Maker, (Factory No. 7, 9th Dist., Pa.) LANCASTER, PA.

E. ROSENWALD & BRO.

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ESTABLISHED IN 1881
Vol. XXIV., No. 45.

PHILADELPHIA, NOVEMBER 9, 1904.

ONE DOLLAR PER ANNUM
Single Copies, Five Cents

WE CAN SAVE YOU MONEY.

Our Business is Growing Steadily.

SO WILL YOURS,

If You Buy Your

SUMATRA TOBACCO

FROM

H. DUYS & CO.

No. 170 Water Street, New York.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

"As Clean as the food You Eat"
Vesper CIGAR 5

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

...The Philadelphia Cigar Factory...

"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA.
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GREEN STAMPS FOR TAGS.

Sperry & Hutchinson Want to Trade Their Stamps for Tobacco Coupons.

The various trading stamp concerns are not treading such a smooth and easy path to prosperity as was the case at the inception of the scheme, and any method of increasing business is apt to be eagerly welcomed. Between the numerous rivals and the hard knocks that the companies are getting, business could stand considerable improvement.

The Sperry & Hutchinson Co., which runs the green trading stamp store has come out with a peculiar offer which, as they truly enough state on their own circular, is "unprecedented." The circular says:

"We want 2,000,000 soap wrappers and 1,000,000 tobacco certificates, coupons, cigar bands, tobacco tags, trade marks and premium labels, and we will take them in exchange for S. & H. Green Stamps.

Tens of thousands of people who buy cigars, tobacco, cigarettes, soaps, washing powders, cereals, patent medicines, sauces, coffees, condensed milks and a multitude of other articles, here have an opportunity altogether unprecedented.

These soap wrappers, coupons, tags, bands, labels, trade marks or whatever form they may take, will be taken in exchange for S. & H. Green Trading Stamps if presented at any of the Sperry & Hutchinson Co. stamp stores."

Consumers are told to bring in all they have on a list which includes the United Cigar Stores Co. coupons or certificates, Florodora Tag Company tags, coupons or cigar bands and fifty other articles, ranging from shoe polish to breakfast food. It was said that the rate of exchange is one green stamp for one tobacco coupon. If the saloon keepers would only put a coupon in the bottom of a glass of beer which could be traded for a stamp, the list would be complete.

INFORMERS GET HALF.

Tell on a Dealer who Sells to Minors, and Collect Half the Fine.

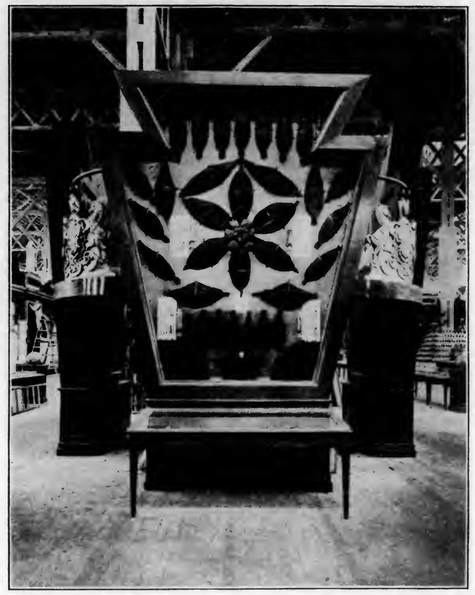
Cincinnati, O., Nov. 4, 1904.

A sharp watch is being kept in this city on certain dealers who are suspected of selling cigarettes to minors. A number of cigar and candy dealers have already been fined or held for court, and the crusade is getting more vigorous.

There is one reason why it is not so hard to get evidence against the offenders. According to the statutes, persons giving information resulting in the arrest and conviction of dealers selling cigarettes to minors will receive one-half of the fine. The law provides a fine of not less than $25 or more than $100 for a first offense or an imprisonment of two to thirty days in jail. For a second offense the fine ranges from $50 to $300 and the term of imprisonment is increased. The fact that one-half of the fine is given to the person furnishing information that leads to the conviction, it is thought will materially aid the crusade to stop the practice of selling to minors.

FINE PENNSYLVANIA EXHIBIT AT THE FAIR.

Lancaster Growers Association and Leaf Tobacco Board of Trade Provided one of the Best Exhibits at the St. Louis Fair.



St. Louis, Nov. 4, 1904.

That Pennsylvania tobacco growers can be ranked with the most successful and modernized agriculturists in the country, is amply demonstrated by the display of Pennsylvania grown cigar leaf tobacco, which is a noticeable feature of that department of the Fair's exhibits.

The Lancaster County Tobacco Growers' Association and the Lancaster Leaf Tobacco Board of Trade joined hands at the commencement of the Fair for the purpose of making a worthy show of the local product, and that they have succeeded admirably can be appreciated by the above illustration, a reproduction of a photograph of the exhibit which occupies a prominent position among the Pennsylvania agricultural exhibits.

The display consists of four Keystone show cases in which are placed the various samples, artistically arranged. The four cases form a square space, each angle being rendered attractive by the mounting of a plaster paris cast of the State coat-of-arms.

The exhibit was installed under the personal supervision of William De Haven, a well known leaf packer of Lancaster, who was sent especially to St. Louis for that purpose by the above mentioned associations.

TENNESSEE GETS MANY MEDALS.

Tobacco Exhibits from this State Secure High Awards.

St. Louis, Mo., Nov. 4, 1904.

The State of Tennessee fared well in the awards for tobacco exhibits as indicated by the report of the first jury.

Tennessee captured the highest prize awarded displays of tobacco, and, in addition to this, individual exhibitors were awarded as follows: Gold medals were awarded to W. H. Carsey & Co., W. G. Dunnington, J. C. Kendrick, collaborator, all of Clarksville; Wm. McMurray, Springfield; Merchants' Tobacco Company, Greeneville; Montgomery Company, Clarksville; Pike Tobacco Company, W. A. Pike and M. F. Rose, all of Springfield, silver medal.

Silver medals were awarded to the Ryan-Hampton Tobacco Company, Martin; Kendrick Bros., Clarksville; H. C. Murphy, Pleasant View; C. C. Bell, Springfield, Robertson county; Frieder Gloystein, Clarksville.

Bronze medals went to C. T. Rudolph, W. R. Brown and Dr. C. R. Crouch, all of Clarksville; Holman & Fathing and Couts, Simmons & Co., both of Springfield; J. L. Wilkerson and C. E. Frey, Clarksville, and Doak Aydelott, Tullahoma.

—Charles C. Vogt has been appointed manager of the Continental Tobacco Company's plug plant at Louisville, Ky. Mr. Vogt will also continue as manager of the John Finzer & Bros. branch of the Continental Co. in that city.

INDEPENDENT PLANT IN CHICAGO.

Dealers Will Build Big Factory to Compete with Trust Goods.

Chicago, Nov. 5, 1904.

Fighting fire with fire, local independent dealers have a plan on foot to establish a big central tobacco factory in Chicago for the manufacture of anti-trust cigars and tobaccos.

As was told in this paper two weeks ago, the trouble in Chicago results, according to the dealers, from efforts of the American Tobacco Co. to drive established dealers, who would not bow to them, out of business.

The dealers have formed themselves into the Independent Tobacco Manufacturers' Promoting Co., have taken offices, and have received a great many congratulatory answers from the circulars recently sent out to enlist support for the movement.

The plan is to have every one of the 15,000 dealers in the city own at least one share in the independent plant to be built in Chicago, to compete with the trust's factories.

The dealers are subscribing for the $10 share certificates and the retail men express themselves as thankful for the inception of a scheme to relieve them from the methods employed by the trust. The dealers also propose to enlist the support of others.

The independent plant which it is proposed to erect will be unique in that the men who buy from it and who sell its goods will be the men who have an interest in its ownership.

New brands of tobacco and cigars will be put out. The independent plant aims to make these new brands superior in every way.

With this first independent plant in successful operation, an opening will be made that will encourage capital to invest in other lines at present controlled entirely by the trust.

If enthusiasm counts for anything, the plan will go through and the plant will at least be put in operation. Whether it can make a successful fight has yet to be determined. Chicago retailers, or a good body of them, seem to be a thoroughly disgusted lot as regards conditions up until this time, and they are in just the right mood to carry through such a scheme as this with a whoop.

NEW CROP SOON BE IN.

Prosperous Business for Coming Season.

Louisville, Ky., Nov 4.

The dark tobaccos of last year's crop are about all in the warehouses in Louisville, Ky., and the few offerings in that grade are mostly of a poor quality.

Warehouse men expect the new crop to come in within the next few weeks and a prosperous business is anticipated for the ensuing season. The burley crop is 20 per cent better this year than last, and while the crop of dark tobaccos is a trifle lighter this season, the quality of this year's crop is much better, and it is believed that the incoming crop will yield to the grower more money than the crop of last season.

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1885

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

IMPORTERS & PACKERS OF

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN LEAF TOBACCO

HAVANA

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

The Old Salesman's Musings.

'BUSINESS AINT WOT IT WUNST WUZ."

Some of the boys tell me that life on the road in the tobacco business nowadays isn't what it used to be. They say very earnestly that the average salesmen, cutting out the big fellows who have got their trade established and just drop in around once in awhile, has to scratch around mighty hard just to get a few fragments of bread together every day.

Personally, I can't say much about it, but it does seem as if a good many fellows carrying sample cases today are not much more than errand boys whose sole duty is to open up the cases and "write down what the man says."

And sometimes the man doesn't say anything. I saw in last week's copy of The Tobacco World—Every Line of Which I Read Every Week—that one dealer on Market street, Philadelphia, was visited by as many as fourteen salesmen in one day, and as I understand it, they were crowding in pretty much on the same order six days in the week.

Of course, the dealers are buying for the holiday trade, but they aren't buying any more than they have to these Fairbanks days, and a considerable number of that fourteen didn't have a chance to open their books. Why, if I was out now and had to join this salesmens' parade—14—count 'em—14; Every One a Star—I believe I'd feel about all in at the end of a day of few orders and many turn-downs. It'd bring on that mood when we want to glide gloomily up some alley and snuff out our unappreciated lives with a cap pistol.

Seriously, though, it must give a mighty hard jolt to a good many hopeful young fellows who are making a brave fight in a race that was doped out long since. Not a great while ago a certain man who had been selling Bibles got very tired of his line and when somebody gave him a chance to go the road with some new brands of cigars, he snapped it up in a minute.

He started out, and incidentally, felt such a sense of wild freedom that he gathered a semi slosh during the first day out that nearly plunged him into the cooler. But he did away with all that, and got down to business.

You musn't gather from his first line that he wasn't a good salesman, for he was. Well, he journeyed hither and thither exposing fine samples of fine new cigars to all who exhibited the slightest interest and to many who didn't, and a the end of a month he hadn't begun to pay for his hay. He hadn't met a soul he knew, he'd had so many kindly declines that he thought the world had stopped smoking, and he felt like a helpless amateur. He got so he hated to turn a door knob and at the end of another month he felt so sick that he laid the job back on the shelf.

"Humph! two months ain't much to build up a new line in," you say.

Right y'are. In two years he might have been at the top of the heap. But it was the frozen-faced aspect of the trade that jarred him and it would jar anybody these days if what they tell me is true.

"Why, by damn, ' said this man—for he didn't use the language right, nohow—"by damn, I COULD chloroform a mark into laying in a Bible or two once in a while, but I'll be go to-hen if I could make any cigar people take any notice of me at all."

He went back to pushing Testaments to get along and is still happily doing it. He says he never before properly appreciated the Bible as an aid to better living.

There are some salesmen today who scorn samples and just call on their trade at intervals. Their little percentage is working overtime, and all the time, and practically everything they've got to do is to look fat. But there was many a bitter week at the start off before it began to come, with his nobs spending every Sunday weeping in a dirty handkerchief.

There's one man I have in mind now who gets 2 per cent and thinks it necessary to chase out along the pike as much as one month out of every twelve. I understand that he consents to take down the tiny pittance of about $10,000 every year. The firm is on easy street. Well for two long years about all the business that firm did was to pay this man's bills. They had faith in him and he rewarded it by doing six years work in the two and slowly building up the trade that the firm now enjoys so easily.

But as I started to say two columns ago, the boys tell me that a young fellow can't hope to do that these days for a good many reasons. I don't know. I sort of half expected to start my son on the road soon to sell safety pins or something, but I've had so much money since the Carnegie Hero Fund was started, that the family don't need to work.

THE OLD SALESMAN.

STEINER, SONS & CO. BUY NEW PLANT.

The following announcement has been received by The Tobacco World from Wm. Steiner, Sons & Co., of New York:

"We have purchased the entire plant, including stock, engravings, trade marks, etc., of the Emil Steffens Company, 540-550 West Fifty-eighth street, and will hereafter conduct said establishment merely as a branch factory and solely under our own management. We earnestly solicit the patronage of all concerns who formerly had commercial relations with the Emil Steffens Company, as we positively assure them that all orders, communications, etc., will be given the very best attention. The additional plant will of course enable us to continue filling all orders very promptly, consistent with first class workmanship.

PATTERSON FACTORY IS BEING REBUILT.

The work of rebuilding factory No. 2, of the R. A. Patterson Tobacco Co., of Richmond, which was recently destroyed by fire, is well under way, the contract being in the hands of Sitterding-Carneal-Davis Company, of the same city. The rebuilding will cost about $10,000, and will result in the complete rehabilitation of the factory with a number of interior improvements which will add to its productive capacity.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

NEWLY REBUILT CIGAR STORE, ONE OF THE BEST IN PENNSYLVANIA.

NO MORE noticeable progress has been made in any branch of retail trade in late years than is to be seen in tobacco and cigar stores. The average handsomely equipped establishment in which a man buys his tobacco to-day as compared with the small shops of not many years ago is a striking commentary on the progress of the cigar and tobacco trade.

The larger cities of Pennsylvania particularly are noticeable in this respect, and Reading, one of the most prominent, is not to be outdone by any of her sister cities of a similar size and population, but rather prefers to lead. There is much indication that it has succeeded, at least so far as the number of fine cigar stores is concerned.

Recently a notable addition was made to the list, in the form of a newly rebuilt store, which many have pronounced the ideal retail cigar store of the State. The establishment is that of Chas. Breneiser & Sons, located at Seventh and Penn sts. The Breneiser store has for many years been a popular rendezvous for comfort-loving smokers of Reading, but it was not until a few weeks ago that the extensive alterations, remodelling, and general overhauling of the premises was completed, and the veritable palace for smokers thrown open to the public.

CHAS. BRENEISER & SONS' HANDSOME NEW STORE AT READING.

A history of the success of this firm forms a most interesting tale, and only limited space prevents the going into fuller details. The business was established back in 1847 by Charles Breneiser, senior member of the present firm, who, a number of years later, admitted two sons, Thomas and Charles, Jr., to an interest in the business.

The present firm does an extensive wholesale and retail business, and occupies the whole of the four-story brick building, which has a frontage of fifteen feet on Penn street, Reading's principal thoroughfare, and a depth of 120 feet on Seventh street. Of this the first floor is divided into three departments: First, and facing Penn street, is the retail department, a reproduction of which is shown herewith, occupying 15x50 feet, adjoining which are the wholesale room and offices, extending back another 70 feet.

The retail department must be seen to be fully appreciated. Around the two sides are show windows extending to the ceiling. The wall cases and other fixtures are made of Mexican mahogany, and the show cases are of the crystal (all glass) type, mounted on marble bases. The floor is of mosaic tiling, and the ceiling is finished with beams and cross beams of mahogany, at the intersections of which is an electrolier with five incandescent electric lights to each one. Similar lights are used in the bulk show windows, which are redressed regularly each week, entailing an enormous amount of labor.

The amount of goods carried in both wholesale and retail departments, includes high-grade imported and domestic products of popular brands, such as Bock & Co., El Eden, Manuel Garcia, etc., in imported, and in domestic clear Havana, E. Regenberg & Sons' "America," and the Sieber Cigar Co.'s "Jules Verne." The firm's leading sellers in seed and Havana 10 cent goods are Yocum Bros. "Y-B," Stewart, Newberger & Co., Ltd., "John Hay," and E. E. Kahler's "Wyomessing." In five cent goods the trade runs largely on the "Chief Joseph" and "Geo. Canning," manufactured at their own factory, and the "Greater Reading," made by W. W. Prutzman at Reading. The best selling articles in chewing and smoking tobacco are the "Mint Drop," "Nickel," "Standard Butts" and "Standard Clippings," mostly of their own manufacture here. Leading brands of plug tobaccos are the "Maud S" "Town Talk," and "Battle Axe." In fine cut, "Tiger" and "Blot," and in cigarettes, Egyptian and domestic; in little cigars, "Recruits" and "Sub Rosa," "Hoffman House," "Le Roy," "Royal Bengals," "Jules Verne." In the stogie and cheroot line, "Saw Log," "Acme Seed," and "Old Virginia Cheroots" are the principal sellers.

A very extensive line of pipes and smokers' articles is carried, the pipes being principally of the manufacture of Wm. Demuth & Co., and Kauffman Bros. & Co., of New York, and Block & Shaw, of Philadelphia. A fine line of pouches and tobacco bags from the factory of Fred S. Mills, of Gloversville, N. Y., is also carried in stock.

• • •

FOLLOWED INSTRUCTIONS.

A cigar dealer in a suburb of Philadelphia has his window well filled with tobacco boxes in a manner that would seem to indicate a heavy stock. The boxes are of pasteboard of the kind in which the 2 oz. packages are packed and on one end is printed: "To be used for display when empty." The ambitious dealer has arranged the whole lot so that this line is the most prominent thing in sight.

STORAGE VAULT FOR CIGARS.

A PHILADELPHIA dealer recently wrote an interesting description of a storage vault for the proper keeping of cigars which was in practical use in the store in question and which would undoubtedly be of use to any dealer who desires to devote any attention to the care of his stock. The article said that the first thing to do was to fit up the special place where the cigars are to be kept which may be the cellar or elsewhere. The dealer says:

"We partitioned off a space six feet long, five feet high and four wide, from a large room, and had it sheathed with half-inch matched Southern pine, although any other wood might have been used equally well. Inside this space, from floor to ceiling on each side, were shelves for the cigars. These shelves were about a foot wide, thus leaving a space two feet wide in the center for a passage way. In one end was a door two feet wide, which closed tightly. Suspended from the ceiling were perforated zinc trays, each lined with two thicknesses of blotting paper; the latter was moistened with water, when the air in the room became too dry, and radiated the moisture through the air better by being suspended.

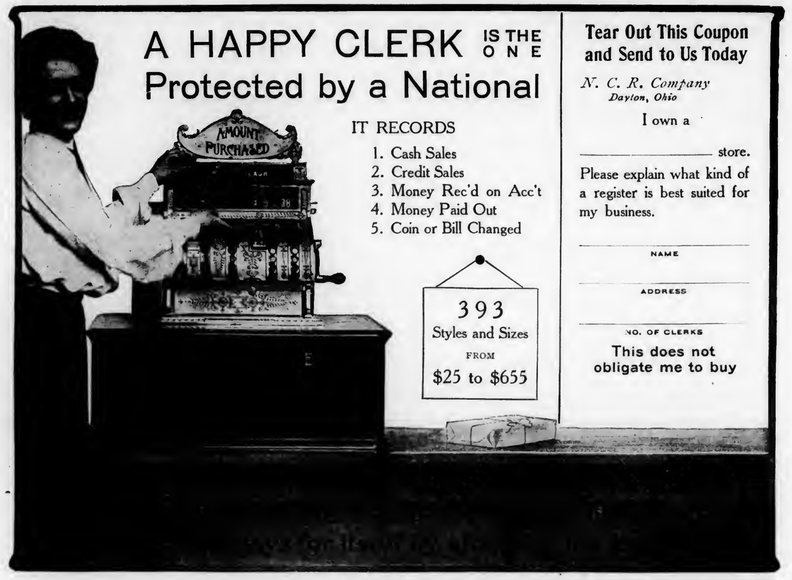
"This room was lighted with an incandescent electric light, and when the air became too moist we screwed into the light socket a small connecting wire which terminated in an electric heater or stove—an inexpensive affair, such as can be obtained from any dealer in electrical supplies.

"Suspended at one end of the room was a hygrometer, an ingenious little machine made by the Watertown Thermometer Co., which denotes the humidity of the air, showing the degrees from 'very moist,' 'moist,' 'normal,' 'dry,' and 'very dry.' With this as an indicator, and using the blotters as a moistener and the electric heater as a 'dryer out,' we are able to keep our cigars in exactly a normal atmosphere all the time. It requires practically no time to attend to the thing, and it is certainly well worth the small expense of fitting up a place to have cigars 'just right'."

• • •

If you've got a new brand of smoking tobacco to introduce, fasten a package of it on a card on which is printed neatly: PUT THAT IN YOUR PIPE AND SMOKE IT.

Put the card in your window and it will serve as a good ad., especially if the package is attractive looking.



The Tobacco World.

TRUST CAN NEVER OWN HAVANA OUTPUT.

Milwaukee Dealer During Visit to Cuba Arrives at That Belief.

Milwaukee, Wis., Nov. 3.

Leo Abraham, one of the best known jobbers and retail dealers in this city has just returned from Cuba where he gave considerable attention to the relative condition of the trust factories and those conducted by the independents. In a talk with The Tobacco World's correspondent, he said:

"It has been proven within the last two years that it will always be impossible for any tobacco trust to gain entire control of the output of tobacco and cigars in Cuba. A large part of the people have literally grown up in the tobacco business, and will never allow the independent manufacturer to be put out of business by any combination of capital. Two years ago the trust bought out 85 per cent of the factories in Havana and as the manufacturers who owned them were given handsome prices for their plants they retired and are living on their money.

"Of course, they could not re-engage in the business directly, but you might as well expect a duck to remain out of water as for most of those old Cubans and Spaniards to keep out of the tobacco business, so their sons and other relatives have taken up the industry with renewed vigor where their fathers have dropped it. They necessarily had to start new factories, but this was a small obstacle to them and they have grown so rapidly that, while two years ago, on account of the trust, they produced but 15 per cent of the cigars, today the government records show they make 48 per cent of the goods and the rate of increase continues.

"In place of unions the cigarmakers have societies with membership all the way from 18,000 to 28,000. The children are brought up to believe that they must join the societies and much good has resulted to the working class. The dues are $1.50 in Spanish money and with the funds thus obtained reading rooms, card rooms, night schools, and other places of learning and amusement for the members have been established. In Havana the society is erecting a building that will cost $500,000 and a strange part of it is that in this case the wealthy class has practically had to move for the working class. On the site where the building is going up was one of the oldest and most aristocratic Spanish clubs on the island, but the working people bought it up.

"In the cigar factories the men are paid by the piece and a good man can make about $20 a week in American money it he will stick to his job, and those men down there do that."

ANDERSON.

—Underwood Bros., of Beatrice, Neb., who recently established a factory in that city employing none but union cigarmakers, have notified their employes that in the future they will run an open shop. Following this announcement all the men employed in the factory quit work but one. Underwood Bros. own a factory at Dixon, Ill., and it is understood that they propose to adopt the same method at that place.

BLACK THREADS
Long Cut
The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.
The Gem City Tobacco Co.
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A LINE OF HIGH GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
Misting, Spraying, Flavoring, Casing, Whitewashing.
The FOUNTAIN SPRAYER, for misting fillers, $4.00
The SIMPLICITY AUTOMATIC SPRAYER, 7.50
The LITTLE CLIMAX TOBACCO PUMP, 10.00
The PROGRESS, JR., SPRAYING MACHINE, 16.50
Also make large FIELD SPRAYER which covers four rows at one time.
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Importers & Packers of LEAF TOBACCO
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Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

GOOD MOVEMENT IN HAVANA LAST WEEK.

New Buyers are on Hand, Sales were Well Distributed, and Prices Remained Firm. New Crop May be Late, But There Will be No Failure.

[Special Correspondence of The Tobacco World.]

HAVANA, October 31, 1904.

The movement in the Havana market during the week just passed shows quite a satisfactory result, as the sales were well distributed and new buyers from the United States have taken the places of those who departed for their homes. Prices are firm and the local dealers show less anxiety to let their holdings go, unless they can make the profit upon their investments to which they are entitled.

Besides the sales from first hands, some resales have taken place of old Remedios, which, however, are not included in the transactions reported later on. The Cuban Land and Leaf Tobacco Company has sold quite a quantity of first and second capaduras of Remedios 1900 and 1901 crops, while on the other hand it is reported that this same branch of the trust has operated extensively in buying Vuelta Abajo in the country, as well as in the local market.

Vuelta Abajo is still commanding most attention, while the selection of Partido leaf is a rather more difficult task, as the stocks are less plentiful. Remedios tobacco has not commenced to sell in large quantities yet, and the call is still chiefly for the lower grades. That prime goods, first and second capaduras, are bound to bring high prices this year, owing to the small available quantity, seems to be the universal opinion.

SALES

ran up to a total of 9815 bales, or 6965 of Vuelta Abajo, 1600 of Partido and 1250 bales of Remedios. The United States and Canada have taken 4772 bales, European exporters 1480, while the local cigar and cigarette manufacturers (including the trust) have supplied themselves with 3563 bales.

1905 CROP.

As the weather has been excellent during the past week, conservative dealers here declare that while there may be a delay in transplanting and the crop may be later than usual, there is no fear of a failure, as not all of the seedbeds have been destroyed. The damage done by the excessive rains this month consisted only in the loss of the seedlings ready for transplanting and the young plants just set out. By the middle of November there ought to be enough seedlings again fit for transplanting. The cost may be a trifle higher and prevent the poorer class of farmers from being able to purchase them, but by waiting prices are bound to recede, as there is never an absolute scarcity of seedlings during the planting season.

BUYERS COME AND GO.

Arrivals: Ben Rothschild, of Rothschild Sons & Co.; J. Fernbach, of J. Fernbach & Co., and H. and M. Cohn, of Cohn Bros., Chicago; M. and Chas. Winterberg, of Montevierno & Co.; A. Rico, of El Arte Cigar Manufacturing Co.; Jose Lovera, of J. Lovera & Co.; A. Santaella, of Santaella & Co., and E. Ortiz, of Amo, Ortiz & Co., Tampa and New York; P. F. Carcaba, of Garcia, Vega & Caraba, St. Augustine and New York; B. J. Krausman, of Havemyer & Vigelius, New York.

Departures: Fritz Lederer, S. Ruppin, L. Goldberg, Sol. Hamburger and C. Kaiser, for New York; A. Kinney, for St. Paul; B. Balbin, for Tampa; A. Saller, for Baltimore; John H. Boltz and Herman G. Vetterlein, for Philadelphia; M. Presnel, for Hamilton, Ontario, Can.

HAVANA CIGAR MANUFACTURERS

are more or less busy, and there are no complaints heard except from the very smallest ones. Exports on the steamship Mexico on the 29th ult. were 4,362,994 cigars. Holiday orders for the United States, Germany and England are being executed at a lively pace.

H. Upmann & Co. shipped $50,000 cigars of their own make and other independent brands.

Behrens & Co. are very busy in their Sol factory executing orders for the United States and Europe. They have quite a call for large and costly sizes from $500 to $1500 per thousand, and it seems a curious fact that the big and expensive sizes go almost exclusively to Germany.

Cifuentes, Fernandez & Co. were awarded the gold medal for their Flor de Tabacos de Partagas y Cia at the St. Louis Exposition, but as their cigars have already a world-wide fame, the extra gold medal, while gratefully acknowledged, is not necessary to help them in the increasing calls for their production.

Rabell, Costa, Vales y Cia. have all the orders on hand they can possibly attend to. J. Vales & Co. also received a gold medal at St. Louis for their La Eminencia cigarettes, and theis may possibly help them to find a better market in the United States (even with the prohibitive duty on them), by superseding the inferior Egyptian cigarettes.

J. F. Rocha & Co. gave an additional order for cutting boards, not cigar tables, as erroneously stated in my last letter. Nene and Jefferson are selling well in the United States.

Enrique Dorado & Co., of El Rico Habano, have increased orders from the United States and Canada.

Remigio Lopez & Co. are extending their customers constantly in the United States.

Buying, Selling and Other Notes of Interest.

The principal sellers were: Sobrinos de A. Gonzalez, 1500 bales; G. Salomon y Hnos., 1200; J. M. Garcia & Co., 600; Martinez Sierra & Co., 600; Fernando Fernandez & Hno., 500; Garcia & Co., 500; Jose Menendez, 500; Rabell, Costa & Co., 500; Loeb-Nunez Havana Company, 300; B. Diaz & Co., 300; Jose F. Rocha, 275; Rodriguez Bautista & Co., 200; Sobrinos de Venancio Diaz,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
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SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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Manufacturers of the Imported Brands
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El Rico Habano Factory
INDEPENDENT OF ANY TRUST
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Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
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Sobrinos de Venancio Diaz,
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Packers, Growers and Dealers in LEAF TOBACCO
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FEDERICO NEUMANN & CO.
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SHIPPERS OF
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Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

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JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
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AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
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(S. en C.)
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Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

YEAR'S TRADE IN YORK SMALLER.

Unless Business Improves Before January, 1904 Results Will Not Be So Good.

York, Pa., Nov. 7.

York county's cigar output for October seems to show at best a slight falling off, yet all factories are working moderately and many are really busy.

During an interview with M. Hose, of the Dallas Cigar Company, at Dallastown, a few days ago, I was informed that their total shipments up to November 1 were some cases smaller than their business during the same time last year, that last year during November and December their shipments were extremely heavy, and that in view of present trade conditions it seemed doubtful to Mr. Hose if the two closing months of the present year would show as good results as last year's. If the last months do not pull up this year's business will be somewhat less than last year.

A number of other large manufacturers of the county had a like view of the matter, yet I found exceptional cases in which they were really unable to get goods out fast enough.

J. F. Seachrist, of Holtz, was in Baltimore and Washington during last week calling on the jobbing trade.

D. Frank Kaltreider, of Red Lion, contemplates the erection of a large, modern cigar factory next spring.

The new factory building of the United Cigar Manufacturers' Company, at Dallastown, is completed, and a license has been granted to commence operations.

W. H. Snyder & Co., of Windsor, are marketing and vigorously pushing two new brands under the name of "Pierce Butler" and "Louisa Adams." They are medium-priced goods, but are very attractively put up and made in popular shapes.

F. M. Meads, of Windsor, who was sick for three weeks, is again able to be about, although still very weak.

T. R. Decker, of York, has extended his factory facilities to accommodate 75 cigarmakers, together with the necessary number of tobacco strippers, etc. He now employs a force of about 40 people.

C. G. Wills, the surviving member of the firm of D. A. Schreiver & Co., on East Clark avenue, York, leaf dealers, has thoroughly remodeled his warehouse, and equipped a new office which is much more convenient and comfortable than the old one.

J. H. Stiles has just returned from an inspection tour through Ohio, looking over the leaf markets. H. J. Blasser, with this house, will soon start on another Western trip, which will be the last for the year. We understand that this year's business has been the best he ever had.

Peter McGuigan, of Red Lion, is placing on the market a new brand of five-cent cigars called "Franz Deak," for which an attractive label has been gotten up.

A large show window of the retail store of George Haines, at 7 West Market street, York, is given up this week to an attractive display of Victor Thorsch Co.'s "Bachelor," and J. B. Budding's "Patrick Henry" brands of five-cent cigars. The display is tastefully arranged and more than usually attractive.

During October licenses were granted to the following new cigar factories: William F. Gibson, Yoe; Mary Peiffer, Yoe; Reuben N. Eckert, Felton; Hankel & Rabenstein, Hanover; Sterner Brothers, Hanover; Elmer E. Reisinger, 226 East Locust street, York; Moses F. Silver, Red Lion; Fannie E. Landis, Holtz; W. W. Wallace, Windsor; William H. Innerst, Red Lion; United Cigar Manufacturers, Dallastown; Albert Latchaw, Dallastown; Millie Rider, 258 West College avenue, York; David Schott, 158 East Maple street, York.

C. A. Rost, of C. A. Rost & Co., leaf dealers at Red Lion, returned a few days ago from a leaf purchasing trip through the Connecticut valley. He says the new crop is a very fine one, but that the prices are running high. He succeeded, however, in securing some very desirable tobacco, of both the old and new goods, which he will be able to offer at moderate prices. The new goods will be ready for the market in a few days.

Fritz Lederer, who left here on the 29th ult., for New York, after a stay of nearly three months and a half, has surely got the pick of the goods suitable for the German market, and while he had to pay high prices for them, as the crop has not produced prime goods in abundance, the firm of Heinrich Neuberger, Bremen, has the satisfaction of being the sole and largest holder of choice growths from the Vuelta Abajo and other sections. In this case it was the story of "the early bird that catches the worm," as the purchases of Don Federico could not be duplicated for love or money at the present time.

Benigno Balbin, of Balbin Bros., Tampa, left last Saturday after having purchased from 800 to 900 bales of the best Veulta Abajo and Tumbadero growths. Amongst the vegas secured by him was a part of the famous Padron vega of San Luis. The firm is going to move to West Tampa, where it will occupy the building left vacant by A. Santaella, and which was purchased by Balbin Bros.

Mendelsohn, Borneman & Co. are busier than last week now having five customers to attend to. What this means any commission merchant fully understands.

Harry Nathan and Arthur Loeb, of the Loeb-Nunez Havana Company, are still here and are receiving good orders from their Northern customers.

A. Saller, of the Royal Havana Cigar Manufacturing Company, of Baltimore, left for his home on Saturday, after having selected about 250 bales of choice Vuelta Abajo leaf.

Joaquin Hedesa did some good business in Key West upon his late trip there, and has several good-sized trades pending here at present.

Voneiff & Vidal Cruz are in treaty with several parties for round lots of their escojidas.

Vicente Pazos and Ramon Rodriguez have gone to the Vuelta Abajo to close several vegas that they have been working upon previously for A. Pazos y Cia.

Leslie Pantin was a heavy buyer for his customers, purchasing over 2000 bales in the country and in the Havana market.

Charles Blasco bought over 500 bales last week for his customers.

A. M. Calzada y Cia. are working steadily, buying and selling fair quantities all the time.

Suarez Hermanos were big sellers last week, but would not disclose the number of bales turned over. It was said by other sources that they sold over 1000 bales.

Receipts From the Country

	Week Ending Oct. 29. Bales	Since Jan. 1. Bales
Vuelta Abajo	5,604	215,986
Semi Vuelta	853	18,341
Partido	543	54,128
Matanzas	—	201
S. Clara & Remedios	1,808	64,274
Santiago de Cuba	—	616
Total	8,808	353,546

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Samples and Prices on request.
THE SOLLIDAY NOV. ADV. WORKS,
Knox, Ind.
Manufacturers of Advertising Novelties and Solliday's Brandette, which causes name of cigar to appear on cigar and in the ash.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
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Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez
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Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
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142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
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GROWER, PACKER AND DEALER IN
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Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
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F. & E. Cranz, Importers of Sumatra Tobacco, New York 141 Maiden Lane. Amsterdam. Trascati.

R. S. B.

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IMPORTERS & PACKERS OF
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169 WATER STREET, NEW YORK.

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Telephone—346 John. No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
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HAVANA TOBACCO
130 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "Hirsch."
Joseph Hirsch & Son
A. Z. WOUDSTRAAT 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Nov. 8, 1904.

In an interview published in a local contemporary, Simon Batt, President of the Clear Havana Cigar Manufacturers' Association of the United States, protests against misrepresentations which he says have been made by several publications, which have assumed that the clear Havana manufacturers have been trying to secure an unjust advantage over the importers. Mr. Batt then indignantly denies the report published by some of the daily papers that the independent manufacturers propose to brand their boxes either with a stamp imitating the former stamp of the United States or with one similar to the stamp Cuba decides to adopt.

Mr. Batt is by no means the only one who is disgusted at the misunderstandings which have arisen over this inflated import stamp. Even if the Cubans marked their exports with a stamp that was almost an exact duplicate of our old red one, the independents would still feel that they had won a great victory, inasmuch as they have established an invaluable precedent at Washington.

The New York independents don't feel particularly cheerful over the action of the Havana manufacturers but at the same time they are fair-minded about it and can appreciate the point of view of the exporters, recognizing the fact that under similar circumstances they would probably do the same thing themselves. What galled the independents and goaded them into taking their stand was the apparent discrimination on the part of the Government in favor of capital invested in a foreign country.

• • •

In the Sunday World is a page article on the country residence at Somerville, N. J., of James B. Duke, the "Tobacco King." The article is illustrated by a half-dozen photographs and was evidently written by someone with a poetic soul. Rumors are voiced of Mr. Duke's possible marriage and the story gives a description which is almost "passionate" of the alterations and additions which the tobacco magnate is having made on his estate and toward the accomplishment of which he "is working night and day at the head of a force of 350 men."

Mr. Duke's place is undoubtedly a magnificent one but the World writer must have smoked something stronger than Duke's Mixture before the following dripped from his pen.

"The entire estate is a dream of refined elegance. Through the russet and gold foliage about the great stone entrance one catches glimpses of green vistas of lawn and shrubbery. Clumps of tall pampas grass wave their silvery tassels in the air. From a nearby glade a huntsman with two leashed hounds peers through the forest at a frightened doe and her fawn.

"In a grove that suggests Daphne and her forest nymphs are rustic seats from which one may gaze over miles of level sward—a green and limitless ocean stretching to the skyline of the far-away hill crests. It is a place of quiet and shadows—a cloister of nature—wherein one might dream a life away.

"Here Niobe weeps. There stands Ceres, the daughter of Rhea, gazing out over quiet fields. There also is Apollo Musagetes of the harp, Artemis and the winged Victory of Samothrace."

And then, thump!

"The entire grounds are open to the public so long as visitors obey the rules to Keep off the grass, Do not destroy shrubs and flowers, Do not deface the statuary, Do not fish in the lakes, and Guns and firearms not permitted."

• • •

Wm. E. Parsons & Co. have leased the building at 101 Water street and have commenced to remodel it. The firm has been in need of larger quarters for some time and expects to move into the new building which will be fitted up with every modern factory convenience, about the first of the year.

• • •

Simon Batt & Co. are having a lithograph prepared for a new brand to be called Fragrancia. The cigar is said to be of a quality that will cause it to rank with the other favorites put out by this company.

• • •

Marcelino Sola, of the firms of M. Sola e Hijos and Manrique, Sola & Co., left on Saturday for Porto Rico where he will spend a few days, returning on the same vessel.

• • •

Marcelino Perez & Co. have completed the alterations and improvements at their office and factory and can now settle down to business in peace. The factory has been working overtime lately.

• • •

No matter how many knocks are handed out against the United Cigar Stores Co., the stores are always up to date and never allow an opportunity pass to make a killing. The company issued two colored maps of the Subway stations and routes which were posted up in various places and at once proved popular.

• • •

The Havana Tobacco Co. was awarded a grand prize and two gold medals for its exhibit at the St. Louis Fair. A large number of the leading brands of importations were exhibited.

• • •

The Norma Martinez Cigar Co. opened a store last Friday at 240 Broadway, which is under the management of Richard Green, late manager of the cigar department of the Hegeman & Co. drug store at 200 Broadway. The new establishment is making a specialty of the clear Havana brands made at the factory of J. M. Martinez, in Tampa.

• • •

A. Sulzberger has become sole owner of the Egyptian Amasis Cigarette Co. of this city.

• • •

Sidney Goldberg, of S. L. Goldberg & Sons, has arrived from Havana and Key West and will remain in the office for some time.

BUCK.

A FEW ATTRACTIVE LOTS

TO LOOK AT

1000 Cases Connecticut Havana Seed
700 " Penna. Broad Leaf . . .
400 " Wisconsin B's and Binders

The Prices Will Interest You Too

CALL OR WRITE FOR SAMPLES

John U. Fehr & Son

PACKERS AND DEALERS IN

LEAF TOBACCO

Office and Salesroom
Seventh and Franklin Streets
READING, PA.

F. H. BELTZ

Schwenksville, Pa.

Manufacturer of

American Cup

The Largest and Best Clear HAVANA FILLED 5c. Cigar on the Market.

AND

Country Inn

A Highly Meritorious 5c. Cigar in Several Sizes. : : : :

Our Guarantee goes with the American Cup Cigars that they are CLEAR HAVANA Filled and Sumatra Wrapper.

We employ no salesmen, saving jobbers that expense.

Write for prices and full particulars.

A. D. Killheffer,

Millersville,
Penna.

Manufacturer of
High Grade Cigars

Warranted
HAVANA FILLER
and
Free from Flavoring

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

A. COHN & CO.

IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office; U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office; AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,

Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, **84--85 South St., New York**
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

IF IT'S MADE OF TOBACCO, WE CAN MAKE IT.

Keystone Tobacco Company.

READING, PA.

Manufacturers of

Chewing and Smoking Tobacco

We make a specialty of putting up Private Brands for Jobbers and Wholesale Dealers and Manufactured Tobacco for the Export Trade. Let us Quote you Prices on anything you want.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Omicron Egyptian Cigarettes.

Success in handling an Egyptian cigarette business means a lot of hard work, a complete knowledge of this peculiar product and a thorough knowledge of the trade generally. Several concerns have met with much success lately in establishing a business for this class of goods but of such institutions, Philadelphia has very few.

One of the successful ones is the firm of S. Omicron & Co., 430 Walnut street. This business was established several years ago, but it was not until recently that the present firm came into control. Their principal business has heretofore been the manufacturing of a high grade product, under private brands, for clubs, large hotels, etc., and this venture proved so successful that the firm was induced to place upon the open market a brand of high grade strictly hand made goods under the name and trade mark of "Omicron."

With a view to exploiting the goods, the company is following up all places in which there is an apparent demand for a choice article of this class, and to aid dealers who sell the product they are making demonstrations of the methods of manufacture. This plan has served to advertise the brand name effectively.

Demonstrations have been made so far in Easton, Allentown, Bethlehem, Trenton, and a few other cities, and were everywhere productive of good results.

The firm employs an expert tobacco blender, at a large salary, who has been employed in a similar capacity in factories at Cairo and Alexandria, Egypt, where the cigarette industry is most important, and from which places come the most skillful cigarette rollers. Having admirably solved one of the greatest difficulties usually encountered in undertaking the establishment of a cigarette factory for the production of the higher grades of goods, and having already successfully placed the product on the market at a wide variety of places, there is reason to believe that the factory will continue its rapid rate of progress as a depot for the output of the best in the Egyptian cigarette line.

B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.

Dallas Cigar Co.

Manufacturers of **CIGARS** & Dealers in

LEAF TOBACCO,

Dallastown, Penna.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

TEXAS TOBACCO AGAIN.

Another Investigator Grows Enthusiastic

Samuel Friedner, who has made extensive investigations in southeast Texas, looking toward the investment of capital in tobacco growing, declares his enthusiasm over the possibilities of this section, and declares that there is no reason why tobacco cannot be raised in Texas equal to that in Cuba. He says:

"I believe that the climatic conditions and the soil are as good here as at any place, and I see no reason why we should not raise as good tobacco here as they do in Cuba. The industry has not heretofore been properly managed here, but if it were I think it could be made a source of large revenue to the people of this section. My mission here is to look into the practicability of the plan, and I have written a large number of people in the surrounding country for such information as might be of benefit to us. We will probably visit several of the nearby counties, as the matter will be gone into on an extensive scale, it being our purpose to raise tobacco for foreign shipment. We will bring colonies here made up of people who understand the raising of tobacco, having had a practical experience in its propagation."

HAVE YOU SEEN OUR

Fine Old Connecticut—Wrappers and Binders. 1903 goods of the finest quality, in natural sweat.

Penna. Broad Leaf, 1902—The finest B's.

Old Penna. Havana Seed, 1900 Crop

A General Line of Ohio Tobacco

Havana in Excellent Assortment—Bale lots a specialty.

Sumatra in Large Variety—Light, Medium, First and Second Sizes.

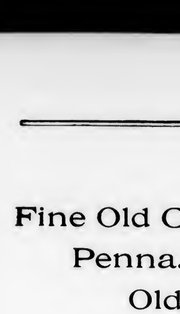
We do not expect everyone to buy, but many surely would if they saw these goods and knew our prices.

VELENCHIK BROS.,

Dealers in Leaf Tobacco,

134 North Third St., Philadelphia,

Correspondence and Mail Orders Receive Prompt Attention.



Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

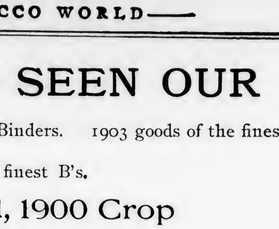
THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.



Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

Ralph S. Stauffer,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We Invite Correspondence with Wholesale Dealers and Jobbers and Employ no Salesmen.

OUR GUARANTEE goes with the AMERICAN CUP Cigars that they are Clear Havana Filler and Sumatra Wrapper.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
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PHILADELPHIA, NOV. 9, 1904.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

ANOTHER HEAT WITH THE SAME DRIVER.

The Tobacco World is in no sense a political organ, but it is not seemly to witness the establishment of another milestone in the nation's career without some comment. This morning brings to business circles a decided feeling of relief, if not on account of the fact that Mr. Roosevelt has been given his full term, at any rate for the reason that election day with all its uncertainties, however slight, is past.

For some time there does not seem to have been any real doubt expressed by business men generally, as to which candidate would win, but at the same time there was the slowing up of things which we spoke of two or three weeks ago.

Purely aside from his opinion of the relative personalities or qualifications of the candidate for the chief office, the average business man hates the idea of a change. Unless trade is very much at sixes and sevens his motto is; "Let Well Enough Alone." It is this very sentiment that in many instances has a considerable effect in defeating the party out of power, whichever it may be.

As far as the tobacco trade is concerned, there has been for weeks a feeling of confidence that business would snap up after the 8th of November or thereabouts. Money commences to circulate more freely and everyone is prepared to start the ball rolling toward four years of prosperity.

Mr. Theodore Roosevelt has gained his supreme wish, and his career during his reign—if his incumbency may be so termed—will be interestedly watched by all of civilization. Among the most interested of the spectators will be the American Tobacco Co., which, it is understood, does not entertain a very cordial spirit toward the President. In fact it was stated on hearsay information in one or two daily papers that the tobacco trust had refused to contribute to the Republican campaign fund in revenge for the President's action in regard to the import stamp. In answer to this the President was stated to have intimated an intention of investigating the tobacco trust.

All such rumors are quite unattached to anything substantial, but there would be more persons than the janitor on hand at such an investigation if it were conducted "for whom it may concern."

"THE FIRE IS OUT."

Mr. W. B. Hawkins, President of the Burley Tobacco Growers' Company, has announced that he is about ready to give up the fight to unite the farmers against the trust. He begins his statement with this sentence: "The death knell of the Burley Tobacco Growers' Company is ringing." He then explains:

"Our capitalists demand a showing by the 5th of November. I with my associates have fought a good and untiring fight. We begged and we entreated the growers to avail themselves of the opportunity to get better prices; we have told you what it takes to succeed.

"We have been shunned like we were lepers. We advertised for speakings, and were met by small audiences; still we labored. Many were kind and lent us a helping hand, but the army of tobacco growers have decided they will tamely submit. The trust agents know we have not got enough and have changed their song, 'Fifty million pounds more raised this year than last, and we have enough to do us a year.' They will let you down easy to about seven cents, and I for one will not be sorry.

"You can sign the contract now or not, as you please. It may be time, but it must be quick. I will never again ask any man to sign it, and with my fellow-workers have the satisfaction of knowing we all fall together.

"A round-up of the signed contracts will be had November 5, and if not enough are signed we will publish to the world, 'The fire is out.'"

President Hawkins is a trifle melodramatic but he is obviously a bitterly disappointed man, in the position of the candidate who, fired by his own enthusiasm, has to yell himself into a hoarse whisper before he discovers that no one is yelling with him.

Mr. Hawkins has sadly earned the knowledge that a promise made is not a promise redeemed and he has learned just how far growers will go in combination. There was as much chance, under existing circumstances, of the tobacco growers by united effort forcing the American Tobacco Company to throw up the sponge, as five hundred house flies would have of consuming a horse while it was on its feet.

THE war between the cigarmakers union and Mayor Schmitz is still seething in San Francisco and politeness is no longer a weapon. The union does not hesitate to brand the Mayor as a fabricator, which opinion the Mayor does his best to sidestep.

The bone of contention is Commissioner of Police Drinkhouse, who is charged with using his job to sell non-union cigars to saloon keepers, and from a series of fairly dignified reprisals, the argument has descended to a wrangle.

Mayor Smitz asserted that he had received a telegram from Daniel Harris, a prominent union official, declaring the cigar in question, the "Manuel Lopez," to be on the union list; he later modified this statement, later changed it entirely, and still later exhibited such an astonishing progression of verbal vibrations, that the cigarmakers by the curt use of one word indicated that the Mayor possessed a forked tongue.

Such is the present status of the controversy. Between the hard names from the accusers and the "Now, gentlemen,"s from the Mayor, the battle is like to worry itself into a wordy grave.

Philadelphia Tobacco Trade.

Many Pay Respect to Mr. Theobald at Funeral Services.

Funeral services over the body of Adam H. Theobald, founder of the Theobald & Oppenheimer Co., were conducted last Thursday evening at the Theobald residence at 2217 North Broad street. The hour for the services was set at 8 o'clock but long before that time hundreds of intimates of the dead man visited the house to take a last farewell. The house, by no means a small building, was literally jammed with visitors all of whom were in the position of sincere mourners.

The room in which the casket lay was filled with flowers, some of them hugh pieces, in the form of wreaths, a broken circle, a framework spelling "Gates Ajar" and many others. There were nearly forty pieces in all.

The services were conducted by the Revs. Dr. G. Bickley Burns, Dr. Richard Turner, Dr. John P. Schnatz and Cladstone Holmes, the last being one of Mr. Theobald's pastors when he lived in Bryn Mawr.

Interment was made in West Laurel Hill Cemetery on Friday morning in the presence only of the immediate family. There were no honorary pall-bearers.

Exposition Plans Shaping Up Well.

Plans for the Exposition are coming along splendidly and Chairman Boch feels confident that the affair will be a shining success. Manufacturers are responding more favorably than at first and interest is growing daily.

A number of the displays will have been shipped directly from the St. Louis Fair and as the majority of them secured prizes and medals, the exhibition will be a notable one. All manufacturers who have taken space have promised fine displays so that Horticultural Hall during the week of December 12 will present a very attractive appearance.

New Independent Headquarters.

F. B. Robertson, the well known enemy of the tobacco trust has just opened a new headquarters for independent manufacturers of cigars, tobacco and cigarettes at 1004 Ridge avenue, where he has secured a moderate sized but well lighted and cheerful storeroom. He has also moved his office effects to this place from his former address at 1133 Ridge avenue.

This location is regarded as admirable for its purpose being at the intersection of Ridge avenue, Tenth and Callowhill streets, which point thousands of people pass every day, affording an unusual advertising possibility. The new premises will, of course, be the local headquarters of the Manchester Manufacturing Co., of Baltimore, of which Mr. Robertson is the factory representative, and in addition it will be made a headquarters for independents generally in any other line, enabling them to secure all necessary facilities for exploiting their product. For the furtherment of this idea, a retail department has already been installed although not yet quite completed, in which will be offered only independent or union made goods.

It seems to be Mr. Robertson's idea to make a specially strong appeal to union men to patronage only union product. He has been appointed a demonstrator of union goods at various meetings of different labor unions. The retail department will be opened early each morning and kept open until 10 or 10.30 at night. Independent manufacturers will no doubt do well to consider the advantages with which they will be provided at the new place.

October Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of October, consist of the following figures:

Cigar stamps	($3 per M.)	$161,359.20
" "	(54c. ")	43.74
Cigarette stamps	($1.08 per M.)	5,145.12
" "	(54c. ")	63.12
" "	$3 "	33.00
Manufactured Tobacco stamps,		5,044.70
Snuff stamps,		23,566.20

Superior Quality 10c. Cigar

Popular Club Shape 5c. Cigar

C. M. YETTER

READING, PA.

MANUFACTURER OF

Fine Union Made Cigars

Correspondence with Wholesale and Jobbing Trade Invited

Two Strong Leaders in Union Goods

OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, bv placing them Over Our Own Signature.

UNION MADE

ALL TOBACCO

No Dirt

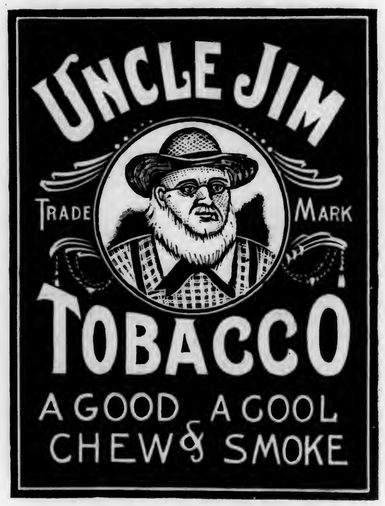
No Stems

SELLS ON ITS MERITS

None Genuine

Without Signature

INDEPENDENT FACTORY



The Glatfelter-Snyder Tobacco Co.

Factory No. 38 YOE, PENNA., U. S. A. Ninth Dist. Pa.

JAS. ADAIR A. R. REIFF

ADAIR & REIFF,

PACKERS AND DEALERS IN

DOMESTIC LEAF TOBACCO

OFFICE AND WAREHOUSES, - - YORK, PA.

We carry a large stock of Pennsylvania Broad Leaf, Zimmer Spanish, Little Dutch and Gebhart.

ESTABLISHED IN 1895.

T. L. ADAIR,

RED LION, PA.

Wholesale Manufacturer

—OF—

FINE CIGARS

Make a note of our

"Wealth Producer"

An Exceptional Cigar for the money, and a ready seller.

SPECIAL LINES FOR THE JOBBING TRADE

W. E. KRAFT,

MANUFACTURER

HAVANA and .. SEED CIGARS

East Prospect, Pa.

OUR SPECIALTY IS THE

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

We sell on Quality
Not Sentiment

McSherrystown Cigar Co.

H. J. ROTH, Manager

McSHERRYSTOWN, PA.

MANUFACTURERS OF

HIGH GRADE

UNION MADE CIGARS

But all goods bear the Label of the Cigar Makers' International Union of America : :

Correspondence with Wholesale and Jobbing Trade only Solicited.

Lancaster Tobacco Works
DEMAND
Long Cut
Smoking Tobacco
40 W. Orange Street,
LANCASTER, PA.

Lancaster Tobacco Works

J. G. SHIRK, Proprietor
No. 40 West Orange Street
Lancaster, Pa.
Factory, Chicago, Ill.

"DEMAND"

Is a New Brand of LONG CUT TOBACCO, packed in 1⅔ oz. Foil, 3⅓ oz., 8 oz. and 16 oz. Blue Papers,

CONTAINING COUPONS GOOD FOR VALUABLE PRIZES.

THE FINEST QUALITY OF GOODS YET OFFERED.
Jobbers and Dealers should get full particulars at once.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. R. Cooper. United 'Phones. N. D. Alexander.
W. R. COOPER & CO.
PACKERS of
and DEALERS in
LEAF
TOBACCOS
OUR SPECIALTY:
Penna. B's and Tops
All Our Own Packings of
Domestic CIGAR LEAF Tobaccos
201 & 203 North Duke St.
LANCASTER, PA.

THE 3-I-C SPECIAL CIGARS

Are **Packed in Pouches, 100** and **250** in a Box, with Drop-Lid Front.

A Good Smoke, A Good Size,

A Good Seller.

Drop Us a Postal Card for Sample and Price.

PHARES W. FRY,

Lancaster, Pa.

W. C. JACKSON,

Wholesale Manufacturer of Cigars

East Prospect, Penn.

"OUR CLUB HOUSE"

Is a special brand of two for five cents cigars which we believe has no equal. The goods are made in Puritanos, and packed in 50's. It is not a new product, but is one that has been thoroughly tested, and was satisfactory everywhere.

Jobbers should write for full particulars

R. E. REIBER,

Newmanstown, Penna.

Manufacturer of

Fine Havana and Seed CIGARS

OUR LEADER IN NICKEL GOODS IS

SPECIALLY GOOD VALUE.

SAMPLES SENT TO RELIABLE PEOPLE ON REQUEST

Correspondence with Jobbers and Wholesale Dealers solicited.

Private Brands Made to Order.

W. D. SAHM

MANUFACTURER OF

High and Medium Grades of

Union-made Cigars

Special Brands Made to Order

For the Wholesale and Jobbing Trade Only

CORRESPONDENCE SOLICITED

AKRON, PA.

REMOVAL NOTICE

We beg to announce that

We Have Removed

TO

240-242 North Third Street,

where, **With Increased Facilities,** we are able to handle our constantly increasing business.

Thanking you for past favors, and hoping to merit a continuance of the same, we beg to remain, gentlemen, very truly yours,

LIBERMAN MANUFACT'ING CO.

Manufacturers of

Cigar Machinery
and Tools

240--42 North Third St.

PHILADELPHIA.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages . . . . .

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS.

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., EAST PROSPECT, PA.

A. J. BRADY & SONS

Cigar Manufacturers

We Guarantee Everything WE SELL

McSHERRYSTOWN, PA.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars.

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane
Made in Londres, Perfectos and Panatelas.

Robert E. Pattison
Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

J. K. LEAMAN,

.. PACKER OF ..

Penna. Broad Leaf

AND DEALER IN ALL GRADES OF

Domestic Leaf Tobacco

Jobbing and Wholesale

138 Market Street

UNITED 'PHONE *LANCASTER, PA.*

D. W. HUBLEY,

THOMASVILLE, PA.

MANUFACTURER OF

Strictly High Grade

Seed and Havana CIGARS

Excellent Facilities
Finest Workmen..

CORRESPONDENCE SOLICITED
SAMPLES ON APPLICATION

J. W. Duttenhoffer,

Packer, Dealer and ...Jobber in...

Leaf Tobacco

Penna. Broad Leaf

OUR SPECIALTY.

33 North Prince Street

LANCASTER, PA.

R. E. JACOBY,

Rothsville, Pa.

Wholesale Manufacturer of STRICTLY UNIFORM QUALITY of **High Grade**

Seed and Havana.. **CIGARS**

CORRESPONDENCE with Wholesale and Jobbing Trade invited.

R. E. JACOBY,
Rothsville, Pa.

Chas. F. Smith W. H. Sheffer

Smith & Sheffer

Packers and Dealers in

Leaf Tobacco

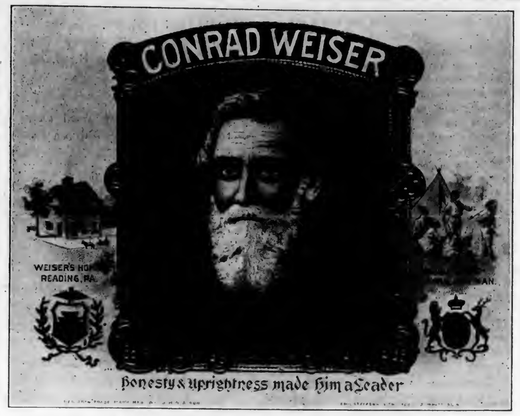
Office and Sample Rooms:

McSherrystown, Pa.

WE have just opened a NEW WAREHOUSE at HANOVER, and are prepared to show a full line of SEED LEAF TOBACCO, in a large variety. Our goods have all been very carefully selected, and we feel confident that our line is an EXCEPTIONALLY ATTRACTIVE one, which we are in a position to offer at

Very Moderate Prices

Remember, our **MAIN Office and Sample Rooms are at McSherrystown, Pa.**



J. H. WITTER & SON,

Wholesale Manufacturers of

Fine Havana CIGARS

Sheridan, Pa.

CONRAD WEISER 5c. CIGARS

The largest and best *Clear Havana Filled Five Cent Cigar* on the market.

Made in Four Sizes.

OUR GUARANTEE goes with the CONRAD WEISER Cigars that they are Clear Havana Filler, Connecticut Binder and Sumatra Wrapper.

We invite correspondence with Wholesale Dealers and Jobbers, and furnish FREE SAMPLES to RESPONSIBLE HOUSES.

They are Money-Makers to Anyone. If you do not handle them, write at once and be convinced.

THE PHILADELPHIA TOBACCO TRADE.

Big Drive in Quatility.

One might think that nobody is smoking anything but Quatility cigars now, owing to the tremendous run on that brand as a result of the United News Co.'s coupon and prize scheme. As told in the last issue the brand is on sale with the majority of dealers and is advertised in a Sunday paper with a coupon attached which, with five cents entitles the consumer to two cigars.

The United News Co. put out 175,000 on the first four days of the sale and soon ran 50 000 behind on orders so that all the Theobald & Oppenheimer factories which are making this brand are taxed to their uttermost. Manager Frank Toppan, of the United News Co. said that the rush had exceeded his expectations and had tied him up for a short time but the company was now filling orders as fast as they come in.

The cigars are put out only in boxes of a hundred londres accompanied by the dealers' certificate which is good for redemption. Some of the dealers who had secured cigars on Saturday sold them all and sent in the certificate for redemption on Monday noon, all the sales having been made since the issuance of the Sunday paper.

Catlin Goes with Victor Thorsch Co.

The announcement of the retirement from retail business of Wm. Catlin, trading as the Pennsylvania Cigar Stores Co., at 144 North Eighth street, will come as a great surprise to the trade, mingled with regret, which is modified by knowledge that Mr. Catlin will simply enter another branch of the trade.

His retirement will take place not later than January 1, and Mr. Catlin's action will no doubt cause regret to many manufacturers of whom he was a large buyer and likewise it will be a source of gratification to his many friends to learn, that he will again take up active work on the road.

Mr. Catlin has engaged himself for a long period with the progressive cigar manufacturing firm of Victor Thorsch Company, of Allentown, for whom he will become a general salesman, with a territory anywhere and everywhere in the United States. Both parties are to be highly complimented in this union of energy and aggressiveness. Mr. Catlin's engagement will date from January 1, 1905. He was for many years associated with the Monopol Tobacco Works, of New York, during which time he made for himself and his house a multitude of fast friends. About two years ago he removed to Philadelphia and engaged in the retail cigar and tobacco business at 144 North Eighth street, and has succeeded in working the establishment into a good paying business which is now firmly established.

The business will be disposed of at the earliest possible moment, to enable Mr. Catlin to make the necessary preparations for taking charge of his new labors at New Year. We are at liberty to say that the place will be sold at a very low figure, and to an ac ive man affords an excellent opportunity of acquiring an established and paying business.

Here and There With the Retailers

Porto Rican Goods Again Getting Popular

A number of Philadelphia dealers say that there is a growing demand for Porto Rico cigars and panetelas and that a great mapy are being sold now. The product was in considerable demand about two years ago, but their popularity waned, and it was not until lately that there was much of a demand. Such fluctuations are difficult to account for but the cheapness of the Porto Rican article probably has considerable to do with it. It is easy to undersell the domestic brands on account of cheap labor and no duty. Dealers say that it is very hard to get more than $5 a hundred for the best grades while most of the panetelas sell very much cheaper.

Geo. T. O'Keefe, 14 South Fourth street, has an attractive display of panetelas, this week, made by the Porto Rico Cigar Co., of San Juan and Arecibo, and reports quite a run on them.

William H. O'Keefe, 34 South Fifth street, has sold large quantities of Porto Rico manufactures lately and says that the demand is growing steadily. The Flor de Juncas has perhaps been the best seller, the El Proviso being one of the older brands. The Colon-Cervantes at $5 a hundred is a new brand that is beginning to sell well.

Among the Salesmen.

Mr. Bowen, of Guerra Diaz & Co., was in town on Saturday booming things for his firm.

Chas. Wasserman, of B. Wasserman Co., stopped in Philadelphia during the week.

Mr. Moulsdale, the well known representative of Sanchez & Haya, stopped in town the latter part of last week and said business is looking up.

With Manufacturers and Jobbers.

Lester Newburger, of Stewart & Newburger, is back at his desk after an extended trip through the South and will remain in the office for some time. Mr. Newburger is very much pleased with his success on the road and says if there is any business depression he didn't discover it. He says that a little thing like the election didn't prevent anybody from doing business wherever he was. Business is very good with Stewart & Newburger in town now on their popular brands.

H. Rosenblum, of the Belhaven factory 201-3 Walnut street, was busy this week filling a large order from the West. The firm's western business has increased largely in the last few weeks.

Leaf Dealers' Jottings.

Business Slows Up For Election.

There wasn't a great deal doing among the local leaf houses this week as everybody seemed to have knocked off to wait until after election was well over. Practically no salesmen were sent out and very few buyers were in sight, although the Western business with some firms is on the boom. The general opinion seemed to be that it is only a matter of a few days now before business will pick up noticeably, as things will settle down without interruption.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars

Leaders: LIGHT HORSE HARRY, LK-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

October Best in Milwaukee

Both Wholesale and Retail Trade Report Month Best for the Year.

Milwaukee, Wis., Nov. 7.

October was the best month of the year so far in the wholesale and retail cigar trade in this city. There has been a steady increase in the sales, both locally and out of town, and the prospects are for brisk business throughout the fall and winter.

High-grade cigars of merit, which are gaining a foothold in other cities, and which are made in Milwaukee, are the Mi Carmen, Alcazar, Herr Director and several other widely known brands. Among the leading cigar manufacturers who are enjoying an increased business this fall are the following: Louis Kindling & Co., 297-299 West Water street; William Graf & Sons Co., 417 Seventh street; Froehbach Cigar Co.; John Maschauer, 623 Tenth street; Light Horse Squadron Cigar Co., 128 Sycamore street; Arthur Pfeifer, 283 Third street; August C. Ressel, 977 Third street.

The above are but a few of the many manufacturers of the city, and information obtained from members of the various concerns was to the effect that trade was entirely satisfactory at the present time.

"There has been an increased demand for cigars with Sumatra wrappers," said a Water street manufacturer, "and large quantities of this wrapper are being used by the local cigarmakers this fall."

Frank H. Parker, President of the Mueler & Son Co., the leading cigar box manufacturers of this city, has been connected with this industry for a quarter of a century. Recently when asked regarding labels for boxes, he said:

"I would advise a new firm starting in the cigar making business to determine exactly what sizes and kinds of cigars it wants to make, and to make those kinds and nothing else until it gets well established. Many of the new concerns I have known, and some of which collapsed soon after entering the business, did not know what they wanted to do before starting in.

"Instead of getting a leader and sticking to it, they thought they must put in all the sizes there were under a great variety of labels and brands. This was a great mistake, in my opinion.

"Another thing was that some of the green fellows selected the most atrocious names one ever heard. What you want is a name that people can pronounce. You don't want a name so crooked that a man is afraid to ask for the cigar for fear of making a break with the name. When a couple of men enter a store they will invariably ask for something that they can readily pronounce. A fellow doesn't like to enter a first-class store and say: 'Give me a couple of these.' He wants to call the name. Many a fine cigar has had no run simply for this reason.

"Now, I am not complaining so far as the old-timers are concerned. Their reputations are established, and when one knows who makes the cigars, that is generally sufficient. It is merely some advice to the new fellows starting in the business."

The "want ad" columns of the daily papers frequently contain ads from concerns looking for salesmen, etc., but the following, which appeared in Sunday's Sentinel of this city, is a new one:

Cigar bands, tobacco tags and coupons; will pay 50 cents per 100 for whole coupons. Address 353 E. Sentinel.

ANDERSON.

—The H. L. Bowers Cigar Company, Mansfield, Ohio, has started a large number of hands in their factory at work on the new brand of cigars which they intend to put on the market.

Trade-Mark Register.

HAMILTON COURT. 14,605
For cigars. Registered Oct. 29, 1904, at 9 a m, by H. M. Henzel, Philadelphia, Pa.

CARNETO. 14,606
For cigars. Registered Oct. 29, 1904, at 9 a m, by William Carney, Washington, D. C.

MANIPULATOR. 14,607
For cigars. Registered Nov. 2, 1904, at 9 a m, by Philip Weinberg, Philadelphia, Pa.

FREDERICO. 14,608
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Nov. 2, 1904, at 9 a m, by Braude & Baum, Philadelphia, Pa.

LORD SELBORNE. 14,609
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Nov. 2, 1904, at 9 a m, by Braude & Baum, Philadelphia, Pa.

VELVET PANSY. 14,610
For cigars. Registered Nov. 3, 1904, at 9 a m, by E. E. Kahler, Reading, Pa.

SEARCHES.

La Jap Ski, La Flor de Orlando, Lyric, Palma de Habana, Wilhelmina, Delta, Lord Chas. Beresford, Wogglebug.

TRANSFER.

"Santona" registered Jan. 12, 1903, by Wm. Gerhart, Telford, Pa., was transferred to Amandus Cressman, Telford, Pa., Oct. 28, 1904.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Nov. 8, 1904.

Ponce—S. Fernandez, 6 bales tobacco, 3 cases cigars.

Vera Cruz—J. E. Ward & Co., 24 bales tobacco, 15 cases cigars.

SUMATRA TOBACCO.
Str. Amsterdam, arrived Nov. 2:
(372 bales; 84 cases; 55 bdls.)

H. Duys & Co.	132 bales
G. Falk & Bro.	92 "
A. Cohn & Co.	72 "
E. Spingarn & Co.	54 "
A. Blumlein & Co.	22 "
E. Rosenwald & Bro.	70 cases
Order	10 "
A. Blumlein & Co.	4 "
United Cigar Manufacturers	55 bdls.

HAVANA TOBACCO.
Str. Monterey, arrived Nov. 5:
(554 bales.)

Calixto Lopez & Co.	153 bales
F. Frese	92 "
M. Alvarez	76 "
Jas. E. Ward & Co.	63 "
Keiser & Boasbery	51 "
Kaiser & Klug	47 "
Manrara Bros. & Co.	41 "
L. Friedman & Co.	20 "
Hamburger Bros. & Co.	11 "

HAVANA CIGARS
Str. Monterey, arrived Nov. 5:
(20 cases.)

Jas. E. Ward & Co.	18 cases
V. Lopez	1 case
Daniel Frank & Co.	1 "

Announcement

Our New Catalogue of Presents
for the period ending Nov. 30th, 1905,
Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

Established 1891. Factory No. 3765.

JOHN ZUDRELL,

Manufacturer of

High Grade 5 and 10 Cent Cigars

GENUINE UNION MADE,

EPHRATA, PA.

KLONDIKE, *OUR FIVE CENT LEADER, Is a Good Seller, Always Uniform in Quality.*

GOODS SOLD DIRECT TO JOBBERS AND WHOLESALE DEALERS.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

JOTTINGS FROM BOSTON.

Manufactured Tobacco Moves Lively and Salesmen are Cheerful.

Boston, Mass., Nov. 4, 1904.

L. Miller & Sons, of New York, are doing a good business here on their various brands including Leroy and Puritan short smokes, Grumbler and El Cafe 5 cent cigars, also their Kozy, a 2½ oz. package of cut plug. Level Head, a 2½ oz. long cut, that retails for 5 cents, seems to have a steadily increasing trade. This firm also have their Old Pepper Stogie and Nickle Treat Cheroots well placed.

J. Halpern, New England representative of the Khedival Co., of New York, is doing good work on the Orients, Duke of York and Turkish Delights.

Scissors, Larus Bros. Co.'s new plug, which is given gratis with every 5 lb box of Sensible tobacco, is selling well and will evidently take the place of Sailor's Pride, as the latter has fallen away somewhat since the trust purchased the Bland Tobacco Co.

L. H. Keaton, with Franklin Bros Co., cigar importers, has been here booking orders this week.

Fred Carruth with S. Rodriguez, of New York and Tampa, is meeting with great success. He has placed the Charles the Great cigar in nearly every first class cigar stand here.

Edward Leader, representing I. Lewis & Co., finds no trouble booking orders for Telonettes.

The Cafe Noir Cigarette Co. is doing plenty of missionary work on the Cafe Noir Turkish cigarette and Surbrug Co. is pushing the Egyptian Arabs and is making some handsome window displays.

Fred. Bieringer has opened his new cigar store on Exchange street.

Goodwin Sisters closed their Howard street cigar store on Saturday.

J. O. Cohen, who recently opened a store at merchants Row and South Market street, carries one of the finest assortment of pipes and smokers' articles here and has already built up a nice trade.

A. Greenburg, No. 1 Commercial street, has put in a line of Ruy Lopez clear Havana goods and reports a steadily increasing trade.

Louis Jeselsohn, 213 Hanover street, reports good business for the past month. He is the oldest established American Tobacco Co. jobber here.

Among the jobbers, Baker Bros., 230 Hanover street, are rapidly coming to the front. Sam Baker is very popular on account of his long connection with the firm of McGrundy & Maning here.

Rosenthal Bros., 326 Hanover street, are doing a nice business and are enlarging their store. Mr. A. Shadoff, who is now one of their representatives, is getting plenty of new trade and is placing lots of Grumbler cigars made by L. Miller & Sons, New York.

Chas. L. Polep, 325 Hanover street, has a nice window display this week of Puritan Little Cigars and Hustler Cigars, packed twelve in a box and retailing for a quarter.

McGreenery & Manning are busy and as usual all their salesmen are pushing the Seal of West Virginia Cheroots and Old Sports, made by the American Stogie Co. Mr. McGreenery is at present in St. Louis with his family taking in the Fair.

Schubert Bros'. Smokers are being advertised extensively of late, this brand of cigars being very popular here and retailing at 7 cents or 4 for 25 cents.

H. C. Fraiser & Sons, makers of the famous Pippins and Harvards expect to turn out more than 80 million cigars this year. This is the largest union cigar factory in the United States.

The Marlboro Cigar Co. reports a good trade on Patterson's Lucky Strike, Seal, Dill's Best, Sensible and Picket. This firm, can be classed as the largest jobbers here.

Cy Newcomb is now representing the Wright-Cæsar Tobacco Co., Richmond, and is placing Eight Bells and Wright's Salesman, two new plugs. BEN ALI.

Brenneman Visits Dayton, O.

J. W. Breneman, a well known leaf dealer of Lancaster, Pa., has been a visitor at Dayton during the past week. Mr. Breneman was just on his way East after a visit to the World's Fair at St. Louis.

TWO CHANGES.

Fred Nelson, cigar manufacturer, of Waupaca, Wis., has sold his plant to his brother, Walter Nelson, who will continue the business.

Fay Easterly, a well known manufacturer of Ithaca, Mich., has moved his plant to Corunna, Mich.

—The contract for supplying tobacco to the State Prison at Trenton, N. J., for the coming year, has been awarded to the firm of Allen & Dunning, of Paterson.

Loeb-Creagh Havana Co.

125 N. THIRD ST.

Philadelphia

Importers of

Havana and Sumatra TOBACCO

Also Packers of and Dealers in

Domestic Cigar Leaf Tobacco

HAVANA WAREHOUSE

Amisted, 96

AMSTERDAM, HOLLAND

Brakke Grond, 5

S. WEINBERG

120 North Third St.

Philadelphia

IMPORTER of Sumatra and Havana

PACKER of Pennsylvania and Connecticut

AND DEALER IN ALL KINDS OF

LEAF TOBACCO

in any quantity, from 1 Pound

up to 100 Case Lots.

Office and Salesrooms:

120 North Third Street

BELL PHONE—MARKET, 38-88 A —Philadelphia

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,

LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver,

Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

PAN AMERICAN
Registered
STOGIES
CONCLUDED NEXT ISSUE.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made *CIGARS*
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

NEW CROP MOVES SLOWER.

Buying in Lancaster Not So Strenuous, But More Particular.

Lancaster, Pa., Nov. 7.

A moderate business is reported in the local leaf market, but with old goods pretty well cleaned up the volume of business is necessarily reduced. The 1903 crop, which has been passed by heretofore, is now in line, and packers have no cause for despair. There is need for every pound of merchantable tobacco and it is only a matter of a little time until the 1903 goods will be looked at in a much more favorable light.

Your correspondent is not in the habit of attempting to boom any particular crop, nor of playing favorites of any sort, but in this instance he may be permitted to say that it is reasonably certain that the possibilities of packers earning a profit on 1903 goods will be governed largely by the law of supply and demand.

Buyers do not seem to be quite so strenuous in their effort to get new goods. They are growing more particular and their search of goods is nearly as thorough as can be.

From 10 to 12 cents is still being paid for some acceptable crops, although quite a few acres were bought during the week at 9½c.

The stamp sales for October show pretty satisfactory results, the outfit for the Ninth district being somewhat in excess of September, which is a reasonably good indication in view of it being election year.

I. H. Weaver has just returned from a week's visit to the leaf centres of Ohio. He is much pleased with prospects as he found them.

Truman D. Shertzer, leaf dealer on East Fulton street, has taken possession of the new building at Red Lion, and has commenced the manufacture of scraps for cigar making purposes.

J. W. Breneman reached home last Thursday from two weeks through the West, were among other places he visited the Fair at St. Louis.

The total output of cigars in the Ninth district during the month of October made for itself the highest record for the present year, the figures being 69,924,000, showing a gain of 1,739,140 over September, but a decrease of 771,000 as compared with October of 1903.

Among recent visitors to this city were A. H. Motley, Jr., representing the Blackwell-Durham Tobacco Co.; M. Levy, leaf dealer of New York, and L. R. Eisenbrand, of L. Bamberger & Co., Philadelphia.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE—37 Williams Suction Tables; good order; cheap. Address Box 127, care of Tobacco World. 11-2-1

WANTED—Cigar Broker for Washington and the South, by established Union Factory in Pennsylvania. Address Box 129, care of The Tobacco World, Phila. 10-26-r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

A Short Visit Through Ohio

Tobacco World's Special Correspondent Sizes Up the Business Situation in the State.

HAMILTON and FRANKLIN.
The Louis Newburgh Co.

The three tobacco warehouses of the above firm are justly considered the largest and most thoroughly equipped in the State, particularly the two at Hamilton. The most conspicuous is the new plant which is 320 by 212 feet, the other being 150 by 100 feet, both being thoroughly equipped with every modern facility, including improved sweat room and other innovations to facilitate and perfect the product. The firm employs about 350 people at present and could readily give room to 100 more if they could be had.

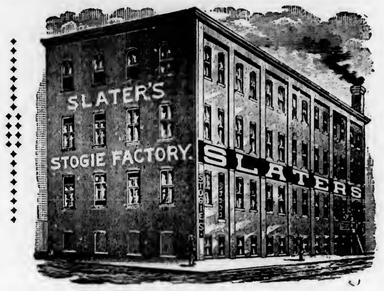
The Newburgh Co.'s product is well and favorably known in the markets of the United States and Canada, and enjoys a well earned reputation of being the leader in its line. The house puts out only the highest grades of Ohio tobaccos, consisting of Zimmer Spanish, Gebhart and Little Dutch. Their copyrighted brand, "Newburgh's Zimmer," which is their specialty, is preeminent. No care, attention or labor is spared in keeping up the standard of this brand and the company feels that it has accomplished the acme of success by its efforts of many years in perfecting the handling of this tobacco.

ARCANUM.
Dull & Williams.

Among the most progressive leaf tobacco packers in Arcanum is the firm of Dull & Williams, who occupy a very substantially built structure 124 by 40 feet, modernly equipped with elevators, concrete basements, etc., heated with steam throughout. The individual members of the firm are Wm. J. Dull, who is also president of the Farmers Bank, of Arcanum, and C. F. Williams, who is also a director in that institution. Both are comparatively young men, thoroughly energetic and fully representative of the interests of the trade.

A pleasant incident occurred at the warehouse a few weeks ago to mark the close of the summer work. The occasion was a banquet given to the employes of the establishment, which took place at the I. O. O. F. Hall, Arcanum, at which were gathered the employes of the firm and a number of their personal friends, numbering about 60 altogether. The only regrettable feature of the event was the enforced absence of Mr. Dull, which was occasioned by important business engagements elsewhere. Mr. Williams was therefore made toastmaster, and extended the firm's personal and cordial welcome to the festivities. He referred briefly to the history of the partnership, complimenting the employes upon their efficient efforts in their behalf by which, he said, the firm's success had been made

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



OUR BRANDS:

CUBAN EXPORT
The Highest Grade Produced

NEW ARRIVAL
Havana Filler, Connecticut Wrapper

LANCASTER BELLE
High Grade, Hand Made, Long Filler

JERSEY CHARTER
A Pennsylvania Seed Leaf Stogie

CYCLONE
Made of Pennsylvania Seed Leaf and Wisconsin

GOOD POINT
Made of Little Dutch Filler

CAPITOL
Wisconsin and Little Dutch Tobaccos Used

Royal Blue Line	**Blended Smoke**	**Little Havanas**
Gold Nuggets	**Big Stogies**	**Everyday**
Brownie	**Costello**	**Boss**

All Favorites with Stogie Smokers

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.

Reading, Pa.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA

10¢ 10¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
··· VAMPIRE ···

possible. Mr. Williams remarked that the firm had paid out to the women employes, for labor in their warehouse, $3,200, and was particularly complimentary to James Brunner, the foreman in charge of the packing department in the warehouse. Rev. S. W. Campbell, of Arcanum, was then introduced by Mr. Williams, and entertained the audience for a few minutes, after which the guests were ushered to another hall where a sumptuous supper was served, which had been specially prepared by Caterer Zimmerman.

Before the guests assembled in the dining hall, however, there was a slight interruption caused by foreman Brunner, who expressed a desire to make a few remarks and who on behalf of the employes presented Messrs. Dull & Williams with a fine leather trimmed office chair for use in the warehouse office.

Mr. Williams' countenance clearly betrayed his surprise, and he was unable for a time to find words for the expression of his gratification. The complete surprise which was caused by the presentation and the sincerity of the "Thank you" by Mr. Williams, was all the employes desired, The banquet then proceeded and the remainder of the evening was spent in jollification.

William Cline.

The importance of Arcanum as a leaf packing center in Ohio seems to be growing steadily and rapidly. The leaf tobacco packing firm of Wm. Cline is among those most worthy of mention. Mr. Cline is a courteous gentleman who has built up a very desirable patronage. He makes a specialty of table assorting all his packings, and caters only to the wholesale trade, a large portion of his business being among Pennsylvania houses. He is not only popular in the local trade but is widely known and thoroughly appreciated for his moral worth as one of Arcanum's staunchest and most influential citizens.

WEST MILTON.

L. A. Pearson.

At West Milton is one of this State's most active leaf houses. I refer to the concern conducted by L. A. Pearson, who is engaged in doing an extensive business in leaf tobacco, both as a packer of the Ohio product and dealer in all kinds of not only domestic leaf, but Sumatra and Havana. He at present occupies a commodious building, but his trade has so outgrown the present warehouse facilities that a new and much larger building is now being erected.

Manufacturers and others will be interested in reading Mr. Pearson's special announcement in the advertising columns of this issue. Mr. Pearson has been raised in the tobacco trade, one might say, having had thorough experience in the entire process from growing the leaf in the field, to the manufacture of the finished product. By reason of his personal energy he has not only made many firm friends in the trade, but is one of the most popular men in this section.

TIPPECANOE.

The Tippecanoe Leaf Tobacco Company, of which I. H. Weaver, of Lancaster, Pa., is at the head, has made good progress as a packing house. Mr. Weaver has just been on here on a visit and seemed much pleased with the way things are going out here.

LIMA.

The Deisel-Wemmer Co., at Lima, are to-day operating one of the largest cigar factories in the State and are still increasing, by an additional building, of which mention was made in these columns a few weeks ago. The force of 700 hands, which is now employed, it is expected, will soon be increased to 1000, and the company's "San Felice," one of the market's most popular 5 cent cigar, sales of which have been made a record, will be given another impetus.

TROY.

The Allen & Wheeler Co., of Troy, is among the most extensive leaf packers in the State, and has ample warehouse facilities. Mr. Henry M. Allen is the general manager of the company, devoting practically his entire time to the leaf business.

ROUND UP OF CROPS.

Resume of Conditions in the Principal Southern Markets.

Richmond, Va., Nov. 7.

Reports from the leading tobacco markets received by the Southern Tobacconist and Modern Farmer generally show light receipts and higher prices. The dry weather has retarded farmers' delivery until the last four days when the weather turned damp.

At Richmond the receipts of new were somewhat larger than the previous week and prices are firm and generally higher.

Petersburg report increased receipts are both dark and bright with good sales on Saturday at higher prices. These bright crops were raised by planters in nearby counties, mostly by those who have lately moved from North Carolina and settled upon the cheap lands in this vicinity which are well suited to this class of tobacco.

At Danville the weather has been favorable for handling tobacco and receipts have been larger in consequence. However, the offerings are a great disapointment to those who want desirable wrappers, but the crop generally is very ripe and sweet. Medium to good types largely predominate, while common low grades are scarce. Prices are very high on all tobacco under 9 cents, and common is about as high as in the fall of 1902. The market is full of buyers and business is active.

Lynchburg reports sale of 29,700 for the week against 14,000 the previous week. Prices are firm, ranging from $3.00 to $3.50 for common dark lugs, and from $15.00 to $35.00 for best wrappers.

At Kinston, North Carolina, sales last week were as heavy as at any time during the month, but prices were no higher. The market is reported very firm, however. Sales for August and September were 3,297,408, and for October, 1,708,721 pounds. Total sales to November 1st were 6,235,980 pounds, which brought $278,425.

At Greensboro, North Carolina, prices are firm and high, with the largest receipts of the season. The same report comes from Rocky Mount, North Carolina. Many of the best grades bring the highest prices of the year. There is an active demand for scrap and low grades.

Baltimore, Cincinnati and Louisville report good receipts and better prices.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market

10¢
5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Not much riding by the buyers has been noticed in this locality the past week, and I have heard of few sales. There are only reiterated statements about the quality of the tobacco that has been raised the past season, and the selling of some of the best tobacco farms in the valley to Polanders.

Our correspondents write:

Hinsdale, N. H.: "The following sales are reported: A. L. Taylor, — acres; W. N. Pike, 5 acres; William Wellinan, 1½ acres; George E. Shattuck, 4½ acres; A. B. Davis & Son, 5 acres; W. D. Stearns, 4 acres; M. Hanrahan, 3 acres; G. S. Smith, 5 acres, and J. B. Thomas, 5 acres. This was sold to Weaver of Suffield, Ct., at from 12@18½c per pound. There are several other nice lots in town that are held for higher prices. There are about 100 cases of old tobacco in town. One lot was sold lately for 16c per pound. Some of the growers are through stripping, others partly through, and are looking for a damp time to clean up."

Bradstreet, Mass.: "Belden & Sons have finished taking down their tobacco; also O. S. Graves and others one-half through. Another damp time will see the bulk of the 1904 crop in the bundle. No sales to report from this vicinity."

Montague, Mass.: "The tobacco crop is proving very fine. A. M. Lyman has half of his crop stripped, and can show a nice crop right through. Donaldson & Bro. have a very nice crop. We are a little retired from the tobacco centers, but have some good goods to show."

Hatfield, Mass.: "A large part of the tobacco crop is now stripped and a few crops have been delivered, which have weighed from 1700 to 1900 pounds per acre, showing a large and heavy crop, and an average of good tobacco. But few sales of late, as the growers ask an advanced price. On Monday next six of the assorting shops will open for the winter."

Conway, Mass.: "I have one crop of tobacco to report sold, that of Boyden Bros., about 10 acres, to Levi Pease of Hatfield at 18c in the bundle. We are having a dry time now that ought to bring the fat stems down so it would be ready for the next damp."

East Hartford: "Sales range at about 29c in the bundle, or 37c assorted. Perhaps half of the crop in this vicinity has been sold, most of the growers in this section producing broad leaf."

Suffield: "Sales of Havana leaf are reported ranging around 22c. The quality is good, although there is some complaint of pole burn on the lower tiers, and some lots show a darker color than desired. Sales aggregate about 100 acres so far."

Poquonock: "Several sales are reported at 22@25c. By this time nearly three-fourths of the crop has been sold."

East Haddam: "Several sales of broad leaf are reported at about 20c in the bundle. The color and texture of the local crop are excellent and it seems to have been well cured."—American Cultivator.

EDGERTON, WIS.

The buying of the new crop is almost entirely suspended at present and whatever riding being done in the country is for old leaf remaining in growers' hands. Indian summer weather has left the hanging tobacco so dry as to preclude any examination and buyers have pulled out of the field to await casing weather, and so long as present weather conditions prevail there is little likelihood of much trading in the new crop.

The inquiry after all grades of old stock continues and the movement is gradually reducing the amount in country hands with a prospect that the country will be relieved of most of the surplus. Prices, however, are so low that they furnish little or no encouragement to growers. The 200cs packing of Ed Simonson of '03 at Stoughton has been sold to Sam Grundy.

The late harvested tobacco is especially favored in the curing by the long pleasant fall weather and is now about completely cured down.

Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Since last report market has been firm to strong with some advance on Lugs, and Leaf strong at full quotations:

Lugs—Low, 3¼ to 3½c; Common, 3½ to 3¾c; Medium, 3¾ to 4c; Good, 4 to 4½c.

Leaf—Low, 4¼ to 4½c; Common, 4¾ to 5¾c; Medium, 5¾ to 7¼c; Good, 7½ to 9c; Fine Wrappers and Selections, 9 to 12½c.

Stocks quite small for season and considered good at the low prices ruling; nearly all the offerings 1903 crop is largely colory styles in good condition. These styles are very scarce in the new crop being cured brown and dark colors. Organization of planters continues, and prospects are for much higher prices in the future.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Annual report from warehouse figures for year ending Nov. 1, 1904:

Receipts for year	16,828	hhds.
" " same time last year	21,937	"
Sales for the year	17,156	"
" " same time last year	11,099	"
Total stocks Nov. 1, 1904	2,060	"
Unsold " " " "	928	"
Total stocks " " 1903	5,143	"
Unsold " " " "	4,715	"
Shipments from market for year	39,475	"
" " market for year 1903	24,431	"
Receipts in Oct. were	498	hhds.
Sales " " "	1,139	"
Shipments in " "	2,736	"
Total stocks Nov. 1, "	2,060	"

Buyers' stocks, Nov. 1, 1132 hhds; Sellers' stocks, 928 hhds.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

F. A. NOLL,
Wholesale Manufacturer
OF
High Grade
Hand Made
CIGARS
Newmanstown, Pa.
PRIVATE BRANDS
For the Wholesale and Jobbing Trade
A SPECIALTY.
Personal Attention. Skillful Workmanship.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE
UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

Our receipts this week were 50 hhds, offerings on the breaks 227 hhds, total sales 349 hhds.

The general quality of the breaks was unchanged, the order very good, the crop sweated unusually well, in great contrast to the previous crop. The market was active and very strong, 1c higher with advancing tendency.

It is claimed that the Planters' Association which seemed satisfied to secure signatures of 70 per cent of the planters to the "agreement" has now over 80 per cent, and the contest for high prices may be stubborn, which would delay the movement of the new crop.

Our long drought was broken yesterday by gentle rain which still continues, and may last for several days longer and give a stripping "season."

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6 75
Medium Leaf	7.00	to	8.00

OFFICERS FOR CLARKSVILLE TOBACCO BOARD OF TRADE.

The Clarksville Tobacco Board of Trade has elected the following officers for the ensuing year: President, J. C. Kendrick; first vice-president, Jack Crouch; second vice-president, C. K. Smith; secretary, M. H. Clark, assistant secretary, R. S. Rudolph; treasurer, W. J. Ely; sergeant-at-arms, Jim Gold; appeal committee, Theo Gibbon, C. K. Smith, F. M. Smith, C. D. Runyon and E. P. Turnley.

KENTUCKY TOBBACCO COMPANY INCREASES CAPITAL.

The Blue Grass Tobacco Company, of Kentucky, has increased its capital stock from $50,000 to $100,000, the extra stock having practically all been subscribed for. W. T. Loughridge is president of the company, which erected a new plant about four months ago to allow for greatly increased business. The firm manufactures only chewing tobacco now, but will shortly put out a smoking tobacco. The capacity of the plant is 75,000 pounds a month.

—The Mason Cigar Co., of Boston, has been incorporated with a capital of $7,500; par value of shares, $100. The officers are Henry M. Mason, president, and Edward J. Ellis, treasurer.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
SOLID, DURABLE
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Clarksville, Tenn.
Cable Address "CLARK."

Business Changes, Fires, Etc.

California

San Diego—J. A. Martin, cigars, etc., succeeded by J. Bray.

San Francisco—I. H. Frank, cigars and tobacco, attached, $123.

Georgia

Atlanta—Cruickshank Cigar Co., applying for a charter.

Illinois

Cable—Lewis Rube, cigars, etc., sold out.

Chicago—T. F. Inermille Co., cigars, sold out to S. Marco.

Indiana

Indianapolis—Eagle Cigar Co. (not inc.) wholesale cigars, changed hands.

La Grange—Boyer & Rife, cigars, sold out.

Richmond—O. H. Vietre, cigars, chattel mortgage, $275.

Iowa

Decorah—R. Buchnell, cigars, warranty deed, $1,525.

Minnesota

Duluth—Kemmerer & Schroeder, cigar manufacturers, succeeded by Schroeder & Co.

Ohio

Dayton—J. P. Wolf Leaf Tobacco Co., moved to New Carlisle.

Findlay—Harry Johnson, cigars, deed, $4,000.

Toledo—M. F. Hurley, cigars and tobacco, sold out.

Pennsylvania

Scranton—Becker Bros., manufacturers and retail dealers of cigars, petition in bankruptcy.——Rialto Cigar Co. (not inc.) retail cigars, judgments, $238.

Texas

Dallas—J. C. Winfield, cigars and tobacco, assigned.

San Antonio—Chas. J. Rossy, cigar manufacturer, damaged by fire and water. Insured.

Virginia

Harrington—Gribling & McCann, cigars, etc., McCann, individually, deed, $1,250.

Wisconsin

Edgerton—O. Johnson, cigar manufacturer, real estate mortgage, $495.

PATENTS RELATING to TOBACCO, Etc.

774,028 Device for making cigarettes; George F. Barron, Palmyra, N. Y.

773,925 Pipe for smoking tobacco; Alfred W. Clarke, New York.

773,856 Cigar band remover; Wm. B. Duncan, Jr., New York.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336-338 North Charlotte St.
LANCASTER, PA.

Manhattan Briar Pipe Co
Manufacturers of
Briar and Meerschaum Pipes
Importers of
SMOKERS' ARTICLES
Salesroom, 10 East 18th St. NEW YORK.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,
H. B. WILLSON & CO., Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

BOLTED CIGAR BOARDS
MANUFACTURED BY
L. L. BEDORTHA
WINDSOR, CONN.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

WRITE FOR SAMPLES AND PRICES TO
FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
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CORRESPONDENCE SOLICITED
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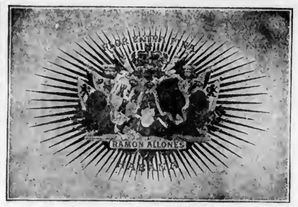
CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada.
147 Water St., New York.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address-
S. Omicron & Bro.,
430 Walnut St.,
Philadelphia
Bell Phone

A GOOD CIGAR is

WELL-MAID

A Cigar that SHOWS RETURNS.

To show a satisfactory return, a Cigar must possess POINTS OF SUPERIORITY that will warrant the adding of a profit to the COST PRICE.

A CIGAR, to sell at a satisfactory profit at all times, must possess points of superiority that will warrant the RETAINING of a margin of profit under all conditions.

The WELL-MAID Cigar will show results in any retail store.

They are Money-Makers to any one.

If you do not handle them, write at once to

G. H. SACHS, Maker, (Factory No. 7, 9th Dist., Pa.) **LANCASTER, PA.**

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 46.

PHILADELPHIA, NOVEMBER 16, 1904.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

You Need

OUR SUMATRA

In Your Business

It will save you money every day. It will help you build a long and faithful confidence with your customers, who will stand by you, and you need not fear the cheap man.

You Can't Get Better or Cheaper

Sumatra, Havana, or Any Other Leaf Consistent of Quality, and it's odds against you that *You Won't Get as Good,* anywhere else.

WE WANT AN OPPORTUNITY

of showing you that *We Have the Goods;* that we do the *Largest Retail Business in Pennsylvania;* that *We Are Pleasing Other Manufacturers,* and that

WE CAN PLEASE YOU.

Now, Mr. Manufacturer:---Just reach across for your pen and tell us what you need in Leaf. We will talk to you, and send you Our Late Price-List for the asking.

L. G. Haeussermann & Sons,

IMPORTERS, PACKERS, WHOLESALERS & RETAILERS of

Leaf Tobaaco

No. 240 Arch Street, Philadelphia.

EISENLOHR'S Cinco CIGARS Philadelphia

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NATIONAL BIRD
KING LOUIS
E. E. K. WYOMISSING 10¢ 5¢

Vesper CIGAR — Clean as the Food we Eat

LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
NICKELBY, 5c.

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

ALLEN'S NAPOLEON 5¢
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

..The Philadelphia Cigar Factory...

"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA.
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

THE TOBACCO WORLD

CUBA WANTS LOWER TARIFF.

Government Petitioned to Ask Spain for Better Tobacco Rate.

Washington, Nov. 11.

Julius C. Lay, Consul-General at Barcelona, Spain, writing from that point, states that efforts will be made to obtain from Spain tariff concessions in favor of tobacco. Consul-General Lay says:

"In connection with the negotiations which are in progress for a commercial treaty between this country and Cuba, it may be of interest to mention that a petition from the Cuban tobacco planters and manufacturers has been presented to that Government, setting forth the necessity for obtaining from Spain concessions in the tariff in favor of Cuban tobacco, which represents so great a proportion of the wealth of the island.

"The petition explains that no other product can better be offered to Spain in exchange for her oils, wines, cotton textures, shoes, and many other goods imported annually into Cuba, and which during the last fiscal year aggregated a value of $10,023,312, or 18 per cent of the imports from all countries. During the twelve months ended June 30, 1903, Spain imported $1,681,624 worth of Cuban produce, or 2 per cent of the total exports from Cuba, of which amount no less than $982,243 is credited to tobacco."

NO MORE CITY TAX ON CIGARETTES.

Springfield, O., Judge Declares Tax of $120 is Illegal.

Springfield, O., Nov. 11.

A city ordinance of Springfield, imposing a tax of $120 annually on the sale of cigarettes, is illegal according to a decision handed down by the Common Pleas Court of that city last week. The case was that of the city against T. Troupe, who was arraigned in Police Court for failure to pay the license, and who immediately appealed the case to the Common Pleas Court on error.

Judge Mower of that court held that the ordinance was void, first because there is no specific power granted by the statutes to the council to pass such an ordinance and second because the license or tax imposed was unreasonable inasmuch as it was eight times greater than the amount fixed by the legislature. Several minor reasons were also given.

Judge Mower advised the City Solicitor to take the case to the Supreme Court to get a final decision, but it is doubtful if this will be done. The case has been closely watched by the cigarette dealers of Springfield with no little interest and the decision means that they will be required to pay no more license to the city for the sale of cigarettes. BUHRMAN.

OCTOBER MOVEMENT IN CINCINNATI TOBACCO MARKET.

The movement of tobacco in the Cincinnati market was as follows during October: Hogsheads, receipts 3,224; shipments 2,415; Cases, receipts 3,692; shipments, 1,188. For the corresponding month last year the figures were: Hogsheads, receipts 3,557; shipments 3,394; Cases, receipts 7,207; shipments 6,419.

Burley Tobacco Growers Not Dead After All.

Mr. W. B. Hawkins Rises Phoenix Like From the Ashes of His Demise Per Announcement and Says Things are Still Doing.

Lexington, Ky., Nov. 10.

While there is life there is generally admitted to be hope, but few are bold enough to remain sanguine in hearing of the death knell. In spite of this sinister tocsin, however, which W. B. Hawkins, President of the Burley Tobacco Growers' Company, rang out a few days ago, and which was supposed to toll the final requiem of the growers on Nov. 5, that official now announces that the company has received a new lease of life.

According to Mr. Hawkins' card which was printed editorially in last week's Tobacco World, November 5 was the limit date allowed by the capitalists backing the enterprise, and as it was evident that the canvass on that day would show that an insufficient acreage of tobacco had been subscribed, the game was up.

November 5 arrived and departed, the announcement was made that the time had been extended, and Mr. Hawkins permitted himself a little hope. It is true that he has worked very hard to accomplish the success of the company and deserves to succeed, but he is now unaccountably vexed because the trade and newspapers took him at his word and helped swing the "death knell." He intimates that his remarks were not to be taken literally by anybody but the growers whom he intended to bring to a realization of their position.

In an interview in a local paper, Mr. Hawkins said:

"We have the money, and all that we need to make the enterprize a success is the tobacco. If the farmers realize what it is to them, there will be no hesitation. This is the greatest fight ever waged against the greatest money power in the world. If we can win, it means three or four millions of dollars each year to the growers of Central Kentucky. That is the difference between 6 cents, which the trust will pay, and 10 cents which we are prepared to give. It means to us as much as the difference between 4½ cents and 12½ cents for cotton to the planters of the Southern States. We must have enough tobacco signed to control the crop of the district, or none at all."

It is scarcely believed by those who have been watching the situation that even with the new lease of life the movement will be a success, owing to a lack of union on the part of the growers.

1905 CENSUS OF MANUFACTURERS.

Census Bureau Asks Manufacturers to Supply Information.

Washington, D. C., Nov. 11.

The Department of Commerce and Labor has sent out from its census bureau circulars to all manufacturers, stating that to comply with the requirements of the Act of Congress of March 6, 1902, the collection of the reports for the census of manufacturers of 1905 will be started on or about January 1.

Manufacturers are requested to fill out a number of question blanks and return the result to the Department. Beside the name, address and location of the factory and owner, the recipient is instructed to "enumerate or describe the articles produced during 1904," to state if the factory is idle and if so when it closed, and whether the recipient has retired from business and in favor of what successor.

DeFOREST WAREHOUSE NEARING COMPLETION.

The commodious new tobacco warehouse of J. T. DeForest, in process of building at Janesville, Wis., will be completed by December 1. The building is two stories high and covers an area of 108 by 48 feet. Its exterior is of rock-faced sheet iron. The interior contains a sorting room for sixty hands, elevators, and an equipment that is modern in every respect. The capacity is from 3,500 to 4,000 cases, and it will be a large improvement on the old Green warehouse where Mr. DeForest has hitherto conducted his business.

CHAIN STORE PEOPLE ENTER OHIO.

The United Cigar Stores Co. Begins Campaign at Cleveland.

Cleveland, O., Nov. 12.

The United Cigar Stores Co. which can soon be termed omnipresent has been granted a permit to do business in Ohio and has begun to work up the State by establishing an office in Cleveland, which is occupied by S. J. Deutsch, agent for the State.

The United has had its eyes on Cleveland for some time and the substantial recent development of the city, as a retail cigar and tobacco market, was the principal factor in inducing the company to effect an entrance.

The store which has been taken by the United Co. is at 256 Superior street and has been remodelled and fixed up to conform with the uniform appearance of the United's stores in all the other cities.

If the Cleveland trade proves susceptible, the company will increase the number of stores in the city and will probably establish itself in other sections of the State. The United Cigar Stores Co. has entered some markets from which it has been able to secure only a very slight response, and the company has proceeded rather more cautiously of late.

—The Lavaca County Tobacco Company, of Texas, begins the manufacture of their 1904 crop this week. The tobacco has been well cured, and ought to manufacture well. Land is now being turned over preparatory to the planting of next season's crop.

CHEAP GRADES OF 1903 SELL WELL.

Big Outlet for Poor Remnants of Wisconsin Crop.

According to a report from Wisconsin, one of the surprising things of the tobacco trade recently has been the magnitude of the outlet for the cheaper grades of the 1903 crop, which has led to a steady lifting of the remnants remaining in country usually active, furnishing a market for fillers and the damaged portion bands. The strippers have been unable to handle all of the crop, but aside from this there has been a good demand for the slightly better grades.

Doubtless the most desirable portion of the crop has been sold; for recently contracts for the sale of several hundred acres of the new have been transferred by the local dealers of the State to the larger manufactories. The buyers of these firms have been in the growing districts much of the time but have been willing to pay local dealers an advance upon contracts secured and seem to consider this way of securing tobacco better than to continue to hunt in the country.

Just what margins these fortunate dealers have been able to obtain over the original price to be paid the grower is not made public, but it is believed to be close to an average profit made in carrying a packing through the sweat; besides, it relieves the local packer of any of the chances usually assumed.

TOBACCO CO'S BACK TAXES $65,000.

Louisville Asks For that Amount From Trust for Five Years' Taxes.

Louisville, Ky., Nov 10.

This city is greatly concerned as to the outcome of the suit now pending in the Jefferson Circuit Court in which the Continental Tobacco Co. is being sued for five years unpaid taxes amounting to nearly $65,000, which is such a considerable item to the city that, according to an estimate, it would make a difference of five cents on the tax rate for one year.

Among the companies merged in the American Tobacco Co., were the Finzer and another plant in this city, and payment of the taxes is resisted on the ground that after the purchase of the two subsidiary plants, the company was entitled to five year's exemption from taxes, as a new corporation. Henry L. Stone represents the city and Augustus E. Wilson and Charles H. Gibson the defendants.

BLAND TOBACCO CO. PLANT CLOSED AND BUSINESS TRANSFERRED.

Petersburg, Va., Nov. 9.

The Bland Tobacco Co.'s plant in this city, which was recently purchased by the American Tobacco Co., has been closed and the business transferred to other factories. R. P. Hamilton, who was secretary and treasurer of the Bland company is now with the American Tobacco Co. in New York.

—North Carolina is now producing about 70,000,000 pounds of manufactured tobacco annually, or counting the stems taken out, working up about 80,000,000 pounds of leaf.

BLEED THROUGH

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1885
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
AND
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA
IMPORTERS AND PACKERS OF
SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA AND SUMATRA
LEAF TOBACCO
142-44 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
25 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf
Y&N

The Old Salesman's Musings.

HOW THE WORLD'S GOODS ARE SOLD.

I have been reading a lot of reports this week which were sent to Washington by various consuls and consular attaches from different world-wide cities in response to a request from the Department of Commerce and Labor, at Washington, asking for information as to the marketing of goods in all these places.

It occurred to me that the man who goes South, or West, or up in New England, or across to Canada for his firm, would be interested to hear about his brother of the sample cases in South Africa, or some other far off place. Some of these reports put me wise to a whole lot I didn't know before, and it seems to me if I were a young fellow with a good constitution, I wouldn't mind taking a hack at selling stogies to Umslopagaas y Ca., for awhile, just for the experience. I haven't space to use many of these reports, but I have copped out what I think is interesting.

We'll start off with the State of Sonora, Mex., which may not be so far away as some other places, but which seems harder to get into.

The United States Consul reports that they passed a law there last June providing for the imposition of license fees on all traveling salesmen in that State, and says that the fee of from $21.90 to $65.70 per month is collected upon the arrival of a salesman in each city, and of course, is virtually prohibitive.

The Consul says he is informed that the law was passed at the solicitation of the large mercantile houses of Hermosillo and Guaymas, which complained that traveling salesmen after taking orders from wholesale merchants then went to their customers, the retailers, and sold them also.

He says: "The law applies not only to foreign salesmen, but also to those from other States of Mexico, and it has created much dissatisfaction throughout the Republic. The chamber of commerce of the City of Mexico has applied to the Secretary of the Interior to have the law annulled, as it is claimed that it virtually revives the old 'alcabalas,' which are unconstitutional, but as yet no action has been taken by the Federal Government. The continued enforcement of this law will have a very injurious effect upon American trade with Sonora.'"

Just imagine coughing up $65.70 gate money every time you break into a new village. But this is not the only place. Sweden has had a law for several years under which traveling men or anyone soliciting orders have to pay a tax of $23.80 for every 30 days in Sweden. That's a game where you get the 30 days and the fine too.

This hits the German drummers most, although some of the Swedish manufacturers are very bitter because they think the tax is too small. The big fellows, though, among the German manufacturers, like the tax because it crowds out so many competitors. Commenting on the matter, the Affaers Vaerlden, a Swedish commercial paper, says very pertinently:

"There is no good reason why foreign commercial travelers should pay a tax and native commercial travelers none. It is justifiable only on protective tariff grounds. Looked at as protection, the manner of collecting is too superficial and the industries that are particularly dangerous to Sweden are likely to get off cheap, while others to which Swedish manufacturers are indifferent would be seriously affected, because the tax is the same on agents for all wares and is not regulated by the amount of goods sold. The best reason for favoring a small tax is to be found in the fact that citizens of foreign countries would be excluded as much as possible from lines of trade that could be as successfully carried on by Swedes. It is to Sweden's interest to have the wages and taxes paid on work done in Sweden remain in Sweden."

Now, back to Mexico, from which Deputy Counsul-General Conley, of Mexico City, has sent the following interesting and timely matter:

"Sales of imported merchandise are made by salesmen, by mail, and by local representatives and branch houses. Practically all the methods used by other foreign countries in selling their goods in Mexico are employed by the United States. It may be well to repeat that American houses should be more careful about the employment of representatives. From every standpoint, the success of an exporting house in doing a profitable business in Mexico depends to a great extent upon its representative here. Fully as much depends upon the personality of the salesman as upon the quality of the goods he carries, in so far as making sales is concerned, and the profits from such sales depend to a large extent upon his shrewdness and judgment.

"A great many letters are received at this office from firms in the United States who desire to introduce their goods into Mexico, asking for the names of persons who might act as their agents here. In many cases it is impossible to furnish names of the kind of persons desired. There are very few commission agents here and most of them are handling all the lines of goods they care to represent.

"If an American house desires to introduce its goods it is usually far better to send a man here to look over the ground, secure a local agent, and interest him in the particular line of goods which the house wishes to introduce. If it be a new line of goods, local dealers and agents are likely to look upon it in the same light as prospective cusutomers would; its advantages must be explained to them personally, and they must be interested in it, or they will never be able to sell it. Mexicans are still extremely conservative about adopting new ideas and inventions, and correspondence, even in Spanish, reenforced by advertising matter in Spanish, is not usually very effective in introducing such goods. If a house proposes to enter the Mexican field in competition with other houses which have businesses already established, it is necessary to enthuse, by personal contact, the person or house chosen to act as local agent. It is also necessary for the local representative to be in thorough accord with the home office and to understand its methods of doing business.

"Great care should always be used by Americans in extending credits, particularly on small orders from unknown customers. It may be taken for granted that the credit of large customers is thoroughly investigated before orders are filled. In the case of smaller firms placing small orders, it appears to be the practice of American exporters, particularly those just entering the field for for-

(Concluded on page 32.)

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

Factory 1839.
Pathfinder
THOMAS HUNT NOTTINGHAM PHILADELPHIA
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

HOW TO INCREASE SALES FOR A MONTH.

HERE'S a scheme which may be a shining example of freak business but which is bound to bring in the shekels, provided the dealer who tries it isn't situated in a very much out of the way location. The plan is now being worked by a department store at Tenth and Market streets, Philadelphia, and of course amounts to a much larger proposition than would be the case when used by the average cigar dealer.

The management of the store has selected two newspapers to pick out one day during the month of November which is unknown both to the store people and their customers, on which everyone who has made a purchase will be refunded their money at the end of the month when the selected day is announced. The purchaser pays for his article when he buys it and on December 1, when the announcement is made, gets his sales checks (for that one day) redeemed. The announcement of the offer includes this sentence "If you strike the lucky day you can clothe all the family free," which will serve as irresistible bait for a good many hundred and probably thousands of consumers.

As a reassuring measure, the managers of the store declare that there will be no increase in the prices on the stock and that everyone will get full value for his money.

This scheme would doubtless prove a profitable one for any cigar dealer who is not too conservative to adopt this sort of methods and it is an absolute certainty that during the month the proposition was in force, sales would be largely increased and would naturally all be for cash.

As a matter of fact there would probably be a larger percentage of increase in trade than would be the case in a department store, owing to the fact that among the customers of a cigar dealer is a larger percentage of consumers willing to "take a chance." And beside that, the proportion of new purchasers who would become customers is also to be taken into consideration.

Any dealer who makes up his mind to try it should put a big card announcement in his window and inside the store, whether he advertises in the papers or not. The following would serve the purpose of attracting attention and may be used by any dealer:

WE PAY YOU BACK EVERY CENT YOU SPEND HERE

IF YOU SPEND IT ON THE RIGHT DAY.

ALL THE CIGARS YOU CAN SMOKE ABSOLUTELY FREE

Just so you get 'em on the winning day. There are — days in this month. The —— and —— will pick out one of them. We don't know which one; neither do you. But everybody who bought anything that day will get their money back. The Judges will announce the momentous day on the first of next month. Bring in the checks you got with your purchases, as soon as you hear about it, and we'll give you all your money back. Do you feel lucky?

THIS MAY BE THE DAY.

Stock up on smokes and if your hunch is right you'll have enough without costing you a cent to last until our next offer.

This matter would have to be arranged on a fairly large card to get the proper display effect and to render the small type easily readable. The body of the offer should be printed in plain letters for the same reason, and the card should be broad rather than long.

PRETTY GIRLS VERSUS HIGH-PRICED CLERKS.

"I BELIEVE," said an old time cigar dealer, "that a pretty girl will sell twice as many cigars in a day as the best posted cigar man in the business; if you put them both in the same store. I know a man who has two long cases, one on each side of the room. He has a high priced clerk to look after the trade on his side of the house, and a mighty pretty girl to attend to the wants on the other side.

"Well, when it first started, it was a joke to watch the customers when they came in. Every last one of the younger fellows, married or single, walked over to the girl's side to buy the smokes they wanted. Some of them pretty near tripped over their own feet, changing their course half way up the store when they caught sight of the girl. Some of them bought what they wanted in a sheepish sort of a way, and others would hand out the admiring eye and make a feeble crack of some kind.

"And what was better for the dealer, a good proportion of the younger men would ask for higher grade cigars than they had intended to. They may have entered the store with the intention of buying a nickel smoke, or five cents worth of stogies, and when they left, they usually had a ten-center in their mouths.

Hypnotizing the Jobber and Retailer

THERE is perhaps no more prominently known representative of any factory having business in Philadelphia than F. B. Robertson, factory representative of the Manchester Cigar Manufacturing Company, of Baltimore, manufacturers of the Match-It Cheroots. During the number of years of his efforts in this city he has made it a rule to get personally acquainted with all active retailers and while the factory does its business strictly through the jobbing trade Mr. Robertson's wide personal acquaintance with retail dealers has been proven to be a decided advantage to his factory.

The accompanying illustration shows Mr. Robertson in the act of showing the Match-It to a well known dealer in the central part of Philadelphia. The cut also shows a package of the goods in the salesman's hand, while the dealer is apparently testing the quality of one of the cheroots.

F. B. Robertson, Vigorous Representative of the Manchester Cigar Manufacturing Co., Making a Little Talk on "Match-Its."

LOOK SHARP.

BEAR in mind that one of the most important things about a cigar store is the way a clerk looks after a customer. A stranger in any city likes to have a pleasant word said to him, without being held up for a tip. Why can't the cigar store man make it a habit to be affable? It won't hurt him to pass the weather views, or give a "Come back again," nor will it hurt him to lay any change down or hand it to the man, instead of rolling it on the counter and ducking away to chew the rag with a friendly loafer who hangs around the place day in and night out. Some dealers never realize the fact that their business future is in their own hands and if they don't make an effort to hold what business they have, they can't expect to retain what new business they may get. When you get any part of a good thing now a days you've got to nurse it if you want it to stay with you.

Any Guaranty Company Would Bond This Clerk

Because there is a check upon all money she handles.

A NATIONAL furnishes an absolute check upon

1. Cash Sales
2. Credit Sales
3. Money Rec'd on Acc't
4. Money Paid Out
5. Coin or Bill Changed

395 Styles and sizes at prices from $10 to $655

A National pays for itself because it enforces carefulness, accuracy and honesty, thus stopping all the leaks in your daily business.

National Cash Register Co.
Dayton, Ohio
Offices in All Principal Cities

CUT OFF HERE AND MAIL TO US TODAY

N. C. R. COMPANY, Dayton, Ohio. I own a _____ store. Please explain what kind of a register is best suited for my business. This does not obligate me to buy.

Name _____
Address _____
The Tobacco World. No. Clerks _____

TO ARBITRATE MEDALS DISPUTE.

Awards at World's Fair Still Held Up Pending Board of Arbitration.

The altercation at the World's Fair between the management of the Exposition and the National Commission, details of which were printed in a recent issue of The Tobacco World, is still unsettled and a call was issued last week for a meeting of the World's Fair Board of Arbitration. Meanwhile the 40,000 medals and prizes which the jury recommended for award to as many exhibits, are still held up and likely to remain so for some time. Among the 40,000 are a large number of cigar manufacturers.

For the benefit of those who have not kept track of the matter let it be stated that the dispute arose from the fact that the National Commission, which considers that it has a vested right to pass on all such matters, believed that the management started to act, in announcing the awards, entirely outside of the Commission, ignoring that body completely.

The National Commission firmly maintains that one of its functions is to confirm or disapprove the decisions of the superior jury of awards. This is denied by the management and the meeting o the Board of Arbitration has been called. It is rumored that some scandals may grow out of the awards that have been made.

The Arbitration Board includes former United States Senator John M. Thurston, of Nebraska, and former Congressman John Allen, of Mississippi, as representatives of the National Commission, and Wilbur F. Boyle and Charles W. Knapp, of St. Louis, as representatives of the World's Fair Company.

In the event that it is impossible for these members to agree on a decision the Secretary of the Treasury is empowered to appoint a fifth member.

SPECIAL HOLIDAY OFFER.

L. Miller & Sons, of New York, are making a special holiday combination offer, on which, according to their figures, the dealer can make nearly 100 per cent profit. The list comprises 1 pound Virginia Blossom in 1 oz. bags and a half dozen each of the following: Liaskovik, 1½ oz. can; Society Mixture, 3⅕ oz. glass; Perique, 1⅗ oz. can; Shandigat (cut plug) 1⅗ oz. can; La Reine, 1⅗ oz. foil; Bit and Spur, 2½ oz. can; Namona Mixture, 2½ oz. can. One hundred Le Roy Breva cigars are given free with the lot and the price on the combination is $6.06. The regular retail price is $11.30, netting the dealer $5.24.

LABEL DOES THE WORK.

"The more attractive a label is," said a large Grand ave., Milwaukee, dealer, "the better a cigar will sell. I once had a cigar that was good stock, retailing for five cents, and had a cedar box with just the name printed, without a label, and it wouldn't sell worth a cent. I knew the cigar had merit, and went to one of the local cigar box factories and had them make me a club house sized box and get me a handsome label. I evened up by getting a somewhat cheapar box but a more expensive label, and I wish you could see the way those cigars took. I could hardly get them in fast enough."

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅕ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
Misting, Spraying, Flavoring, Casing, Whitewashing.

The FOUNTAIN SPRAYER, for misting fillers, $4.00
The SIMPLICITY AUTOMATIC SPRAYER, 7.50
The LITTLE CLIMAX TOBACCO PUMP, 10.00
The PROGRESS, JR., SPRAYING MACHINE, 16.50
Also make large FIELD SPRAYER which covers four rows at one time.
Send for free Catalogue.

Dayton Supply Co., Dayton, O.
Successors to Nixon Nozzle & Machine Co.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
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PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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Dealer in all kinds of Seed Leaf
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Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

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VELENCHIK BROS.
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Sumatra and Havana
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Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

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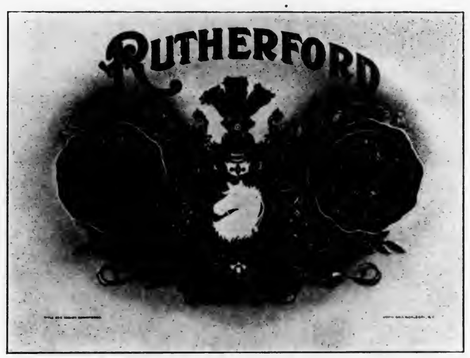
"El Draco" Cigar Manufacturing Co.
PHILADELPHIA
Manufacturers of



"Rutherford"
Full Havana Cigars
IN 6 SIZES
Perfecto Royal Conchas Bouquet
Regalia Perfecto
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Panatelas Finas Delicados
10c. 3 for 25
2 for 25 3 for 50

AND

"HUNTER"
The 5c Cigar
A Good One to Follow
And a Hard One to Beat
WINNER
OVER EVERYTHING

Factories—First District, Penna.
Correspondence Solicited on Private Brands

Established 1871 **Capacity 75,000 Daily**

W. H. RAAB & SONS

Dallastown, Pa.

WHOLESALE .... MANUFACTURERS **High Grade CIGARS**

Nickel Goods and 2 for 5 Our Specialty

The following are a few of our Prize Winning Goods, that were awarded a Medal at the St. Louis Fair on their Strictly Uniform Quality and High Merit:

RAAB'S 463, a Popular 5c. Leader,
PRAIRIE GIRL, EL DORADO,
PARAKEETS, ROSE GLEN,
BELLE OF YORK, COSMOPOLITS,
YORKTOWN BELLE, MEDAL DE REINA,
PRIZE MEDAL, MODERATOR,
KOKOMO, BOUNCER,

SWEET FLOWER, ANGOLA,
CIPANGO, MABEL,
PIG POG, LA CUBA,
LA LISETTE, LA DENIS,
CUCUMBER, CALF SKIN,
COON SKIN, FEAST OF ROSES,
SPRINGTOWN ON THE PIKE.

We Present the Largest Line of Goods that are Strictly Meritorious

CORRESPONDENCE, with Wholesale and Jobbing Trade Only, is Invited

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

GOOD SALES IN THE HAVANA MARKET.

Buyers Are Leaving But There Are Enough Left to Keep Up a Good Demand. Favorable Reports from the 1905 Crop Make Easier Prices on Medium Goods.

[Special Correspondence of The Tobacco World.]

HAVANA, November 7, 1904.

The Havana market during the week just passed has kept up its activity, and while the number of new buyers has temporarily slackened, there are enough in town here to keep up the good demand for all serviceable sorts, although Vuelta Abajo fillers and factory Vegas are still most in demand.

Partido leaf is also inquired for, and there would be more doing if high prices were not frightening off some buyers and the stocks were larger. There is no demand for Remedios except for the lowest grades, as evidently the time has not yet come for the northern dealers to lay in stocks for their customers.

Owing to better news, as regards the growing crops of 1905, dealers are willing to meet the buyers upon all medium goods, only for prime vegas and choice selections there is no shading in the asked figures, particularly as the stocks of such descriptions are limited and could not be replaced.

Sales amounted to 9150 bales in all, consisting of 6717 of Vuelta Abajo, 1563 of Partido and 930 bales of Remedios. The American buyers have bought 5953 bales, European ones 1520 and the local cigar and cigarette manufacturers 1677 bales.

1905 Crop.

According to reliable news from the Vuelta Abajo there is no lack of seedlings, and prices rule from $1.00 to $1.50 per 1000 plants, so the previous reports about the heavy damage done must have been, as surmised, greatly exaggerated.

Transplanting is going on in a lively fashion, and owing to the low prices for seedlings even the poorer farmers can go to work and look after their vegas. In the Partido district transplanting is also progressing satisfactorily, although possibly a trifle delayed. Reports from the Santa Clara province partly claim that there is a lack of seedlings, still with favorable weather this can be remedied in due time, as the Remedios crop is usually a month later than the Vuelta Abajo.

Buyers Come and Go.

Arrivals: Leonard Friend, of Friend & Co.; E. Weil, of Weil & Sons; Ernest Ellinger, of E. Ellinger, New York; John Wardlow, of Ruy Lopez & Co., Key West, and Manuel Alvarez, of Manuel Alvarez, New York (omitted last week.)

Departures: Ben Rothschild and J. Fernbach, for Chicago; M. and Charles Winterberg, and Jose Lovera, for Tampa; Arthur Loeb, for Philadelphia; Bruno Diaz and David Delmonte, for New York.

Havana Cigar Manufacturers

are now as busy as they can be in order to fill present engagements for Christmas orders to Europe, as all shipments must be gotten off by the steamer leaving here on the 12th inst., in order that the consignees on the other side of the Atlantic shall get them in good season to be able to turn them over to the smokers before the holidays.

There is no hurry yet for the United States, as even counting the delay in the Custom Houses it only takes from three to four days, from the day of shipment at Havana to the day of arival at New York, therefore cigars shipped from here upon December 3 ought to reach New York in time to be placed with the retailers for distribution.

Exports per Ward line Steamship Morro Castle on the 5th inst. were 4,378,013 cigars.

H. Upmann & Co. shipped 800,000 cigars this past week of their own make and that of other independent factories. They are turning out 50,000 cigars daily.

Cifuentes, Fernandez & Co. are likewise making 50,000 cigars a day, and have every cigar maker's table occupied to produce the famed Partagas cigar. Don Eustaquio Alonso, the foreman of the escojida, cannot rest even on Sunday, as he has to superintend the selection of colors and packing in boxes, so as to be able to execute the rush orders on time.

Behrens & Co., of the Sol factory, tell the same story, that in order to fill the numerous Christmas orders they have to work very hard indeed. It is a well known fact that they are overwhelmed with calls from everywhere.

Rabell, Costa, Vales & Co. are making 35,000 cigars daily, and anybody entering the Ramon Allones and Cruz Roja factory is dumfounded by the rush going on the ground floor, although a keen observer will note at a glance that every person is at his post, and knows his duties perfectly. Don Jesus Vales, with the immense business of La Eminencia cigarettes in addition to occupy his attention continually, is like a field marshal in action.

J. F. Rocha & Co. report likewise that they are turning out 50,000 cigars a day in their large San Antonio de los Banos factory called El Crepusculo.

Enrique Dorado & Co. say that El Rico Habano is a drawing card in the United States and Canada.

Remegio Lopez y Hno are busy making La Mas Fermosa and Magnetica de Cuba cigars.

Buying, Selling and Other Notes of Interest.

A. Santella has already selected a couple of thousand bales of Vuelta Abajo, all tierra llane vegas, for his firm of Santaella & Co., Tampa.

Antonio Suarez sold 850 bales of Vuelta Abajo, part of which was of the 1902 crop.

Frank Dominguez, of E. A. Calves & Co., proved his faith in the Vuelta Abajo crop by buying 700 bales of lowland, as well as hill tobacco.

Jose Menendez was a seller to the extent of 800 bales of Vuelta Abajo and Partido leaf.

Ben Rothschild and J. Fernbach left

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez

REMIGIO LOPEZ y HERMANO

Manufacturers of the Imported Brands

La Mas Fermosa y Magnetica de Cuba

No. 83A Amistad St., *HABANA, CUBA.*

Established 1860

El Rico Habano Factory

INDEPENDENT OF ANY TRUST

OF

Enrique Dorado & Co. Vuelta Abajo Cigars

Purveyors to H. M. The King of Spain

Estrella No. 171--73, Cable: Chaoalva. *Havana, Cuba.*

NARCISO GONZALEZ. VENANCIO DIAZ, Special.

Sobrinos de Venancio Diaz,

(S. en C.)

Packers, Growers and Dealers in LEAF TOBACCO

10 Angeles St., **HAVANA, Cuba.** P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.

FEDERICO NEUMANN & CO.

Commission Merchants

SHIPPERS OF

LEAF TOBACCO and CIGARS

Havana, Cuba.

Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse AND COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

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Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

town this week for their Chicago homes, after making some good sized purchases, and while the number is not stated, they must have secured above 1000 bales.

M. Garcia Pulido easily disposed of 725 bales of Vuelta Abajo.

Crump Bros. are said to have made some heavy purchases in choice Vuelta Abajo vegas.

Sobrinos de V. Diaz turned over 700 bales of Vuelta Abajo and Remedios.

Manuel Alvarez, of New York, stocked up with 400 bales of fine lowland Vuelta Abajo vegas.

Bruno Diaz & Co. sold 530 bales of Vuelta Abajo and Partido.

H. Cohn, of Cohn Bros., Chicago, purchased several hundred bales of Vuelta Abajo, the best he could find.

Rabell, Costa & Co. disposed of 500 bales of their choice Vuelta Abajo holdings.

Putino Jacquin Herrero, who arrived on the S. S. Mexico last Wednesday, is the engineer as well as one of the purchasing agents of the Spanish Regie. The latter is expected to make large purchases of the low grades of Remedios as well as of Vuelta Abajo leaf, although before starting in to operate, the agent is making a preliminary survey of the field, as no sales have yet been reported.

G. Solomon y Hnos closed out 550 bales of Vuelta Abajo and Remedios.

M. and Charles Winterberg have purchased some 700 bales of Vuelta Abajo and Partido vegas for the Tampa factory of Montevierno & Co.

Jorge & P. Castaneda sold 400 bales of Vuelta Abajo and Partido and received 1000 bales of Vuelta Abajo of the San Juan y Martinez and Rio Hondo districts recently purchased by them.

Fernando Fernandez y Hno disposed of 300 bales of Vuelta Abajo and Partido.

Jose Lovera secured a few hundred bales of Vuelta Abajo before leaving hurriedly for Tampa, and promised to return here shortly.

Jose F. Rocha cleared out 250 bales of Vuelta Abajo.

Voneiff & Vidal Cruz were sellers of 200 bales of Partido.

Loeb-Nunez Havana Co. turned over 200 bales of Vuelta Abajo and Remedios, while Don Anto Dominguez and Don Pedro Alducin were busy in the country purchasing tobacco.

A. Pazos y Co. sold 170 bales of Vuelta Abajo and Partido to American buyers. Don Vicente Pazos says that it seemed as if their warehouse must have been a favorite rendezvous for the northern buyers, as nearly every one of them stopped in to look at the goods. They received 225 bales new purchases from the Vuelta Abajo.

A. M. Calzada & Co. disposed of 700 bales of Vuelta Abajo and Remedios.

Gonzalez, Benitez & Co. turned over 200 bales of Partido and Vuelta Abajo.

Muniz Hnos & Co. were sellers of 120 bales of Vuelta Abajo.

Joaquin Hedesa disposed of 120 bales of Partido, mostly wrappers and capperos.

Aixala & Co. had a quiet week, selling only 100 bales of Vuelta Abajo.

Sobrinos de Antero Gonzales did a good business, but refused to state the number of bales traded in.

Suarez Hnos. likewise were busy sellers, but objected to giving the amount of bales.

Garcia & Co. were busy the past week, but your correspondent could not have the desired interview with Don Manuel Garcia to get further particulars.

Mark A. Pollack, who had intended to pay a visit to his numerous friends in the North, but was prevented from doing so owing to the many customers he had to attend to lately, sailed last Saturday by the S. S. Morro Castle. In the meantime his brother, Edgar William Pollack, who has been a very able assistant to him, will attend to everything that might be necessary during his brother's temporary absence.

Receipts From the Country

	Week Ending Nov. 5. Bales	Since Jan. 1. Bales
Vuelta Abajo	6,257	222,243
Semi Vuelta	458	18,799
Partido	419	54,547
Matanzas	—	201
S. Clara & Remedios	3,087	67,361
Santiago de Cuba	—	616
Total	10,221	363,767

DROVE 'EM OUT AND QUIT.

Toledo Association Nearly Dead Because There's Nothing to Fight.

Embodied in the bi-monthly circular issued by the Cigar Dealers Association of America is a report from a correspondent in Toledo who says that the local association is gently expiring because everything is so peaceful and there is nothing more to fight.

The writer says: "They have had no meeting for the past eight months. The reason for this, the erstwhile secretary informs us is, perhaps, that 'our organization succeeded in putting the trust stores out of business.' Members refused to handle trust cigars to any extent. All had a very few in stock, but with every trust cigar that was sold a very pertinent little explanation was given gratis. The trust has sold out all of its Toledo stores and they are now in the hands of progressive and independent young dealers."

The Toledo correspondent closes by saying: "Everything runs in its usual course, no schemes or cuts, everybody satisfied, and unless something happens that our dealers are hurt, they will not wake up again and our organiztion rests in peace."

The circular makes the following comment:

"While it is, of course, gratifying to hear that the Toledo dealers are so successful in their fight, we cannot but think that it is unfortunate that the organization has been abandoned. It hardly seems possible that leaving out the trust factor, conditions can be so entirely utopian in Toledo, that no abuse or anything exists that cannot be made better.

"The main point, however, lies in the last paragraph of our correspondent's letter. The best way for the trade to keep from getting hurt is to be well armored at all times. 'In time of peace prepare for war.'

"How to keep the organization intact when the enemy's guns are silent will be made the subject of a future 'round robin.'"

PATENTS RELATING to TOBACCO, Etc.

774,648 Device for compressing and opening cigar molds; Harry M. Dalton, Cincinnati, O.

774,681 Cigar case; George C. Macdonald, Warren, R. I.

774,208 Cigar cutter; Matthias Stratton, Jr., Newark, N. J.

774,615 Match box; Alonzo Tarner, Shippensburg, Pa.

774,624 Electric cigar lighter; James Waters and F. V. Thompson, Philadelphia, Pa.

774,226 Bundling apparatus; Frank P. Wiseburn, Brooklyn, and L. Buhle, Woodhaven, assignors to Patent Tobacco Sample Binder Co., New York city.

774,461 Pipe cleaner; Philip Wolf, New York city.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco. New York 144 Maiden Lane. Amsterdam. Trascati

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.

NEW YORK

H. J. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de Sancti Spiritus, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "Hirsch."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

Things are smoking up quite a little in this town, and it is safe to say that business is some better in every branch. The jobbers declare that their trade is improving steadily, and while it would have to get quite a little better to be first class, it does not take a historian to remember times which were decidedly harder. There is lots more doing out of town than in the city, though, and I understand that the same condition exists in Philadelphia. Local retailers sold a tremendous slew of cigars on election day, and the day following, and, of course, the week's receipts showed a large increase, but aside from this, dealers consider that there is a better steady demand. The main trouble is that the New York market is getting so packed and jammed with cigar stands that the slightest falling off of custom is apt to send a great many of the smaller dealers up in the air. Competition was never so keen and many cigarists consider themselves lucky to pull out a living.

• • •

The leaf dealers who signed and forwarded the protest against Congressman Joseph Weeks Babcock to Wisconsin growers are greatly disappointed over the fact that the representative was returned, but feel, nevertheless, that their efforts counted. Despite conflicting reports, Mr. Babcock's election is generally accepted, but it is evident that the candidate scrambled in by the skin of his teeth, and the independents are congratulating themselves on so much, with the hope that the Congressman's sojourn on the brink of the precipice may have taught him a very salutory lesson.

• • •

The 21 per cent., which holders of preferred stock of the United Cigar Stores Co. receive as three years' dividends at 7 per cent., is said to represent less than one per cent. of all sales by the three hundred and some stores in the chain. Declaration is also made that quarterly dividend payments are to be made quarterly henceforth, and it is reasonably expected that a declaration will soon be made on the common stock.

• • •

Every independent dealer believes now that the United Stores Co. comprises the retail business of the American Tobacco Co. and the belief is probably shared by every other dealer, in spite of tentative denials from time to time from both companies. Payment of the dividend has caused many dealers to wonder for the reason that the United Co. has a number of stores in other cities which are practically known to be non-paying. Nobody disputes that the stores in this city are making a whole lot of money, but at the same time, they are supposed to be balancing the poor stands in other cities. Still, the dividend has been declared, and there you are.

• • •

The subway seems to have caused more scrapping than anything else, and following the wrangling as to whether advertising signs should be permitted in the stations, comes a dispute over whether cigar stands should be allowed. The Retail Cigar and Tobacco Dealers' Association appointed a committee some time ago to look after this matter with a view to preventing unfair competition, but there was nothing doing. The people who have the leasing of privileges refused to be interested and not a thing happened.

• • •

It is thought now that as soon as the newspapers hush up a bit on their yells against the advertising signs the cigar stands will be slid right in, although the identity of the firm or corporation which is working for the privilege cannot be learned. Another reason why it is probable that nothing will be done for some little while is on account of the incomplete condition of some of the stations. It is possible that a tremendous kick from all the dealers interested might have some weight still, inasmuch as they would be backed up by as many landlords and real estate owners.

• • •

The Retail Cigar and Tobacco Dealers' Association will hold its next meeting on Tuesday evening, November 22, at 705 Third avenue, the date of the regular monthly meeting having been changed on account of the fact that it occurred on election day.

• • •

The new stand at 240 Broadway of the Norma Martinez Cigar Co. has now settled down to business and Richard Green, manager of the store for the company, says that the stand is already well patronized. On the opening day a cigar was given free to every visitor.

• • •

The United Cigar Stores Co. is putting out a new little cigar, under the name of the Prince George Cadet, packed 12 in a box and selling to the consumer for 20 cents. The boxes are green and show up well in window displays.

• • •

Charles S. Morris, of Charles S. Morris & Co., is back from a four months' trip through to the Pacific Coast, during which he secured several fine orders. Mr. Morris considers business this year, in the territory through which he traveled, quite up to standard.

• • •

George Herrschaft, who was in the tobacco leaf business in this city, was buried last week from his home in Brooklyn.

• • •

B. Rothschild, of Rothschild, Sons & Co., Chicago, was in town this week. Mr. Rothschild, who was just back from Cuba, said he intended to make a bee line for home.

• • •

A new store has been opened in the Drexel Building, at 29 Wall street, which is being conducted by Charles Nelson.

• • •

Godfrey S. Mahn, of your city, is a familiar figure in New York these days. Mr. Mahn is vigorously working up the New York end of his business and aided by his managers is making himself felt in the local market.

BUCK.

WOODEN BOXES WILL STAY

A well known cigar manufacturer, discussing the movement to secure tin boxes, said: "The wooden cigar box will undoubtedly remain the standard for some little time, and box makers in general do not seem to be entertaining any fears that there will be a change. When a change is necessary, there will, possibly, be some other substance better suited than tin."

DOHAN & TAITT

PACKERS OF

Domestic Leaf Tobacco

and IMPORTERS OF

Havana and Sumatra

OUR LATEST IMPORTATIONS CONSIST OF:

R D M | P B | Deli
B M | Langkat
Deli Maatschy | A 5
N A T M | F
Deli Maatschy | M
Deli Maatschy | K
Medan Tab MY. | T R | Deli
Deli Maatschy | A 1
J H M Deli | A
Senembah Maatschy | B K
Medan Tab Maatschy | S | Langkat
B T R Senembah
Deli Maatschy | M | 1

No. 107 Arch Street

Philadelphia

D. FRANK KALTREIDER

(H. L. HAINES, Manager Sales Department)

Wholesale Manufacturer of

All Grades Domestic Cigars

RED LION, PA.

Goods sold through the Wholesale and Jobbing Trade Exclusively.

Attractive in Appearance; Uniform in Quality and Workmanship.

Distributors wanted everywhere on our Special Brands:

La Foresto
Sporty Duke

Lejano
Pan-Ex.

Samples cheerfully forwarded to responsible applicants, and satisfaction guaranteed on all lines of our products.

DAILY CAPACITY, 50,000

A. D. Killheffer,

Millersville,
Penna.

Manufacturer of
High Grade Cigars

Warranted
HAVANA FILLER
and
Free from Flavoring

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

AND

Growers of FLORIDA SUMATRA

142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.

Mendelsohn, Bornemann & Co.

Importers & Commission Merchants

Specialty—HAVANA TOBACCO

New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.

Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,

Manufacturer of

∴∴Fine Cigars∴∴

1433 Ridge Ave., (Both 'Phones) PHILADELPHIA

Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.

Original "Linde" New York Seed Leaf Tobacco Inspection

Established 1864

Principal Office, 180 Pearl Street, New York City.

Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.

Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

COUNTRY SAMPLING Promptly Attended to.

BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;

Telephone—13 Madison Square.

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Nov. 14, 1904.

Hamburg—Jos. Landsberg, 1 case cigarette holders; A. H. Ringk & Co., 1 case tobacco.

San Juan—Durlach Bros., 6 cases empty cigar boxes.

Vera Cruz—J. E. Ward & Co., 13 cases cigars, 197 bales tobacco.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Nov. 7:
(947 bales; 34 cases; 11 bags.)

E. Rosenwald & Bro.	243 bales
A. Cohn & Co.	164 "
H. Duys & Co.	102 "
G. Falk & Bro.	81 "
Jos. Herschfer	77 "
United Cigar Manufacturers	70 "
S. Rossin & Sons	63 "
L. Schmid & Co.	48 "
E. Spingarn & Co.	42 "
L. Friedman & Co.	23 "
Herz Bros.	13 "
Order	10 "
Hinsdale Smith & Co.	9 "
Pretzfeld & Co.	2 "
Company's General Agent	21 cases
Herz Bros	13 "
A. Cohn & Co.	11 bags

HAVANA TOBACCO.

Str. Morro Castle, arrived Nov. 8:
(2,780 bales.; 378 cs.; 60 bbls.; 49 trunks.)

Jas. E. Ward & Co.	1,300 bales
Weil & Co.	351 "
J. Bernheim & Son	273 "
Selgas, Suarez & Co.	141 "
Havemeyer & Vigelius	109 "
F. Miranda & Co.	98 "
Leonard Friedman & Co.	87 "
E. Regensburg & Sons	75 "
Rodriguez & Tejens	74 "
Cane Bros.	58 "
American Cigar Co.	50 "
M. Herran	45 "
I. Bijur & Son	30 "
Jose Menedez	27 "
A. Murphy & Co.	21 "
S. Ruppin	12 "
Montevierno & Co.	12 "
R. M. Blake & Co.	10 "
Manuel Garcia	5 "
Calixto Lopez & Co.	2 "
Jas. E. Ward & Co.	377 cases
Park & Tilford	1 case
E. Regensburg & Sons	30 bbls.
Jas. E. Ward & Co.	25 "
A. Gonzalez & Co.	5 "
Jas. E. Ward & Co.	49 tr'nks

Str. Esperanza, arrived Nov. 11:
687 Lales.)

Jas. E. Ward & Co.	247 bales
B. & O. R. R. Co.	170 "
Ernest Ellinger	138 "
E. Pascual & Co.	100 "
M. D. T. Co.	20 "
J. Bernheim & Son	10 "
Alex. Murphy & Co.	2 "

HAVANA CIGARS

Str. Morro Castle, arrived Nov. 8:
(417 cases.)

Havana Tobacco Co.	243 cases
G. S. Nicholas	110 "
Park & Tilford	33 "
Waldorf Astoria Segar Co.	13 "
National Cuba Co.	8 "
Chas. H. Wyman & Co.	4 "
Michaelis & Lindmann	3 "
Duncan & Moorehead	2 "
G. W. Sheldon & Co.	1 case

Str. Esperanza, arrived Nov. 11:
(38 cases.)

G. S. Nicholas	22 cases
Jas. E. Ward & Co.	14 "
Canadian Pacific R. R. Co., Order	1 case 1 "

PORTO RICAN CIGARS.

Str. Coamo, arrived Nov. 12:
(299 cases; 18 boxes.)

American Cigar Co.	131 cases
West Indies Cigar Co.	31 "
Am. W. I. C. Co.	30 "
Mateo Rucabado	25 "
Victor Malga & Co.	17 "
Durlach Bros.	16 "
Arguelles, Manrique, Sola & Co.	12 "
G. W. Sheldon & Co.	10 "
Cayey Caguas Tobacco Co.	5 "
C. Mendez	5 "
L. Daussa	5 "
Order	5 "
R. Samper	2 "
M. Mendez & Co.	2 "
A. S. Lascelles & Co.	2 "
Antilles Trading Co.	1 case
Cadiz Cigar Co.	16 boxes
American Express Co.	2 "

MATCHES IN VENEZUELA.

A contract has lately been made between the Venezuelan Government and Manuel V. Fejera, a Venezuelan citizen, for the exclusive manufacture of matches in that country. This monopoly is based on a law promulgated in 1899, which provided that the match industry should be a source of Government revenue. By the terms of the contract in question the importation of matches into Venezuela is probibited.

HAVE YOU SEEN OUR

Fine Old Connecticut—Wrappers and Binders. 1903 goods of the finest quality, in natural sweat
Penna. Broad Leaf, 1902—The finest B's.
Old Penna. Havana Seed, 1900 Crop
A General Line of Ohio Tobacco
Havana in Excellent Assortment—Bale lots a specialty
Sumatra in Large Variety—Light, Medium, First and Second Sizes.

We do not expect everyone to buy, but many surely would if they saw these goods and knew our prices.

VELENCHIK BROS.,
Dealers in Leaf Tobacco,
134 North Third St., Philadelphia,
Correspondence and Mail Orders Receive Prompt Attention.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Ralph S. Stauffer,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1851 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, NOV. 16, 1904

IN REGARD TO MR LANE.

In another column appears a communication from the Cigar Dealers' Association of America, expressive of that organization's entire confidence in its president, Mr. Robert E. Lane. This assurance is the result of an editorial criticism of Mr. Lane in the October number of a western contemporary. The editorial was headed "Do Something or Quit," and ended with a laudatory mention of Messrs. Henry Leopold, John J. Dolan and M. W. Diffley, which three gentlemen, among others, by the way, were instrumental in putting through the resolutions adopted by the Association defending Mr. Lane.

The Tobacco World has no desire nor license to butt into this affair which, indeed, seems to have developed into a personal controversy between two tobacco trade journals, and will content itself by saying that it would seem fair to presume that the Cigar Dealers' Association of America is perfectly capable of electing its own officers and later deciding if they should be impeached. Moreover, to measure the accuracy as a criticism of the original editorial, let it be stated that the writer had not taken the trouble even of verifying the name of the object of his censure, but printed it John E. Lane.

THE LAW OF COURTESY.

There are very few business men in the United States, or any other country, who are so successful that they can afford to disregard absolutely the law of courtesy. Setting entirely aside that phase of it best expressed by the term "noblesse oblige," any man not a fool finds it best to act like a gentleman in his treatment of men with whom he has dealings, if only from the standpoint of good policy.

Not that it is necessary to treat every bore as if he were a prince. There is a medium a long way this side of that, and the men who have become most successful are those who have found a way to accomplish a necessary turndown in a nice but effective way.

There is one manufacturer in Philadelphia, however, who is far above any such weakness as common civility. The writer has in mind an incident this week growing out of a visit which an acquaintance made to the manufacturer in question. The man went out of his way to make the visit for the purpose of obtaining some information concerning the manufacturer's business movements, the publishing of which would have been of distinct benefit to the manufacturer.

But the latter did not vulgarly reason this out. On the excuse that he was busy he simply waved the man out of the place with the gruffest dismissal he could frame up, and much as he might have spurned a persistant beggar. The man went, justly hot under the collar, and the manufacturer had made another enemy.

This is the sort of fellow who cringes before a fancied superior, but some of his friends, should he have any, would do well to tell him that such methods never pay.

A TOBACCO WORM FOR US.

The Tobacco World is in receipt of a tobacco worm which was kindly placed under our care by Mr. John G. Osborn, of Bardley, Ky. After resting from its tiresome journey, Mr. Worm made himself comfortable on the editorial desk, and commenced development.

Mr. Osborn assures us that His Wormship will become a full fledged fly by spring, if kept in a temperature above freezing. That can be arranged, we think, unless another coal strike occurs.

THE LEAF MARKET IS DULL.

This is the time of year when the leaf dealers can expect the market to become quiet and remain so, practically until the new year. There is very little demand as a rule, owing to the fact that many manufacturers as soon as they have cleared up their holiday orders, begin to get ready for the holiday closing down, when they are obliged take account of stock for the Government.

Of course many manufacturers do not commence this work until well along in December but if things are at all inclined to be slack, the plants are closed down entirely for a short time before Christmas in order to permit the inventory and balancing up. In anticipation of this, there is little buying of leaf and the market is quick to react.

—Jake Labe, of B. Labe & Sons, Philadelphia, is back from his long Western trip, and says that prospects for the coming year are very good.

Philadelphia Tobacco Trade.

Goldsmith & Co. Sell Store at Third and Chestnut.

Goldsmith & Co., who have conducted cigar stores at Third and Chestnut, and at Fifteenth and Sansom streets, sold the former store last week to N. W. Young, of Atlantic City. The other store is not affected by the deal.

Mr. Young is unknown to the tobacco trade and this will constitute practically his first venture in this business. He has operated as a contractor and builder in Atlantic City, and until his affairs are in shape, S. Warren, a member of the firm of Goldsmith & Co., will continue as manager of the store. The new owner takes formal possession on November 22 but will probably not assume personal charge of the store until later. The entire stock and fixtures will be transferred to Mr. Young and the business will be conducted along the same lines as before.

Foreign Exhibits at the Anti-Trust Exposition.

Not the least attractive among the exhibits in preparation for the Anti-Trust Exposition to be held in Horticultural Hall during the week of December 12, will be an exhibit of tobacco and cigars of foreign manufacture, which the officials of the Commerical Museum kindly offered to lend the exposition committee.

The exhibit will include cigars, tobacco and cigarettes from many foreign countries which will be tastefully arranged in one display so that the visitor can in a short time gain a comprehensive view of the product of a dozen or more South American countries, French colonies and other places of manufacture.

E. F. Beale, chairman of the committee on municipal affairs of the Trades League, will call a meeting of the committee in the course of the next week or two when it is expected that some action will be taken approving the Exposition.

Mr. Theobald's Estate Amounted to $98,000.

The will of Adam H. Theobald, founder of the firm of Theobald & Oppenheimer Co., was admitted to probate on Friday. Mr. Theobald died on Tuesday of the week previous.

An estate of $98,000 is disposed of by the will, letters testamentary being granted to Morris D. Theobald, the only son, and Valeria M. Spotz and Laura E. Raule, daughters. The entire estate with the exception of a bequest of $100 to the German Evangelical Home for the Aged, is devised to these three.

Well Known Dealer Dies.

E. G. Steane, who was very well known in the Philadelphia trade, died on Sunday at his home, 39 South Fifty-second street from a chronic illness from which he had long suffered. Mr. Steane conducted the store in the basement at the northwest corner of Tenth and Chestnut streets and in spite of his illness had insisted on looking after his business until the latter part of last week. His last visit to the store was on Friday.

Gross & Co. Offer Warehouse For Sale.

Chas. Gross & Co., cigar manufacturers and extensive wholesale dealers in cigars, tobacco, etc., are offering their warehouse at 1546 and 1548 Frankford avenue for sale. The buildings they claim are admirably adopted for manufacturing purposes. Gross & Co. expect to secure new buildings for their own use forthwith.

A Novel Columbia Avenue Store.

Last week Fred W. Hoch & Co. opened to the public their enlarged store at 1517 and 1519 Columbia avenue, which they claim is the largest and finest retail store up town. They are carrying an immense stock of high grade goods, and recently secured the local distributing agency for E. A. Kline & Co.'s El Symphonie clear Havana cigars. A large electric sign, advertising the El Symphonie now adorns the front of the store.

An attractive window display is also made this week on these goods showing many of the various sizes and shapes in which they are made. Several handsome wall cases and counter cases have been installed and the entire interior has been thoroughly renovated, and redecorated.

Here and There With the Retailers

Reports of Retailers Not Very Encouraging.

It seems almost a waste of space to chronicle the condition of the retail trade for the last week for the general report was a duplicate of the two weeks previous except that the stagnation was "worse and more of it." Business was deadly dull with most dealers and there did not seem to be any use of trying to disguise the fact.

At one store on Chestnut street, which may be considered as a good barometer of trade in the central part of the city, a member of the firm said frankly that he had never seen it so bad, that it was far and away behind the normal condition at this time of year.

Some dealers were considerably discouraged by the continued flatness which is unexplainable and which is all the more alarming because it is unexplainable, while on the other hand there was a feeling of hope expressed by many that things would take a turn, if not more than the usual holiday flurry at least by the first of the year.

Business was generally expected to brace up after election and while, of course, the public generally was not expected to rush directly from the polls to the nearest cigar store, these things act quickly as a rule and an early strengthening was looked for. The weather, however, which is a very vital element in the cigar business, materially hindered the consumation of this hope and all last week trade still hung dead.

Superior Quality 10c. Cigar

Popular Club Shape 5c. Cigar

C. M. YETTER

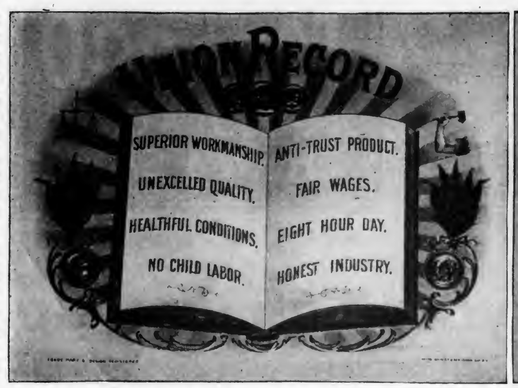
READING, PA.

MANUFACTURER OF

Fine Union Made Cigars

Correspondence with Wholesale and Jobbing Trade Invited

Two Strong Leaders in Union Goods



OUR TWO BIG SELLERS

We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, bv placing them Over Our Own Signature.

SELLS ON ITS MERITS

None Genuine

Without Signature

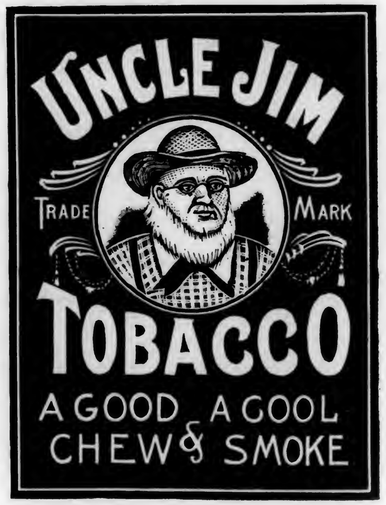
UNION MADE

INDEPENDENT FACTORY

ALL TOBACCO

No Dirt

No Stems



The Glatfelter-Snyder Tobacco Co.

Factory No. 38 YOE, PENNA., U. S. A. Ninth Dist. Pa.

JAS. ADAIR A. R. REIFF

ADAIR & REIFF,

PACKERS AND DEALERS IN

DOMESTIC LEAF TOBACCO

OFFICE AND WAREHOUSES, = = YORK, PA.

We carry a large stock of Pennsylvania Broad Leaf, Zimmer Spanish, Little Dutch and Gebhart.

ESTABLISHED IN 1895.

T. L. ADAIR,

RED LION, PA.

Wholesale Manufacturer

—OF—

FINE CIGARS

Make a note of our

"Wealth Producer"

An Exceptional Cigar for the money, and a ready seller.

SPECIAL LINES FOR THE JOBBING TRADE

W. E. KRAFT,

MANUFACTURER

HAVANA and .. SEED CIGARS

East Prospect, Pa.

OUR SPECIALTY IS THE

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

We sell on Quality
Not Sentiment

McSherrystown Cigar Co.

H. J. ROTH, Manager

McSHERRYSTOWN, PA.

MANUFACTURERS OF

HIGH GRADE
UNION MADE CIGARS

But all goods bear the Label of the Cigar Makers' International Union of America : :

Correspondence with Wholesale and Jobbing Trade only Solicited.

W. C. JACKSON,
Wholesale Manufacturer of Cigars
East Prospect, Penn.

"OUR CLUB HOUSE"

Is a special brand of two for five cents cigars which we believe has no equal. The goods are made in Puritanos, and packed in 50's. It is not a new product, but is one that has been thoroughly tested, and was satisfactory everywhere.

Jobbers should write for full particulars

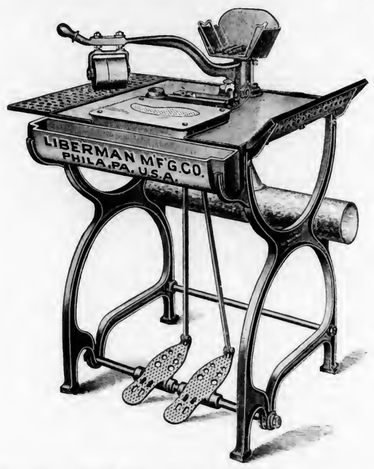
R. E. REIBER,
Newmanstown, Penna.
Manufacturer of
Fine Havana and Seed CIGARS
OUR LEADER IN NICKEL GOODS IS

SPECIALLY GOOD VALUE.
SAMPLES SENT TO RELIABLE PEOPLE ON REQUEST
Correspondence with Jobbers and Wholesale Dealers solicited.
Private Brands Made to Order.

W. D. SAHM
MANUFACTURER OF
High and Medium Grades of
Union-made Cigars
Special Brands Made to Order
For the Wholesale and Jobbing Trade Only
CORRESPONDENCE SOLICITED
AKRON, PA.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.



Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

The Porto Rico Cigar Company

MANUFACTURERS OF

High and Medium Grades of

DOMESTIC CIGARS

Some of our brands that won a **Silver Medal** at the World's Fair in St. Louis:

Major Paul, Asteria, King Leo Crooks,
Gallant Knight, Ognette, Flor de Royal Crooks.

Capacity, Thirty Thousand per Day.

Red Lion, Pa.

Correspondence with the Wholesale and Jobbing Trade Only Invited.

L. A. PEARSON,

Packer & Dealer in All Kinds of

Cigar Leaf Tobacco

ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.

Warehouses---West Milton, O.
Branch---Yorkshire, O.

Buyers in All Tobacco Districts of the World

Main Office, West Milton, Ohio.

THE LOUIS NEWBURGH CO.

PACKERS OF

Zimmer Spanish and Little Dutch

MAIN OFFICE, HAMILTON, OHIO.

Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY

Makers of the

BACHELOR CIGAR

ALLENTOWN, - - - PENNA.

W. R COOPER. United 'Phones. N. D. ALEXANDER.

W. R. COOPER & CO.

PACKERS of

and DEALERS in

LEAF TOBACCOS

OUR SPECIALTY:

Penna. B's and Tops

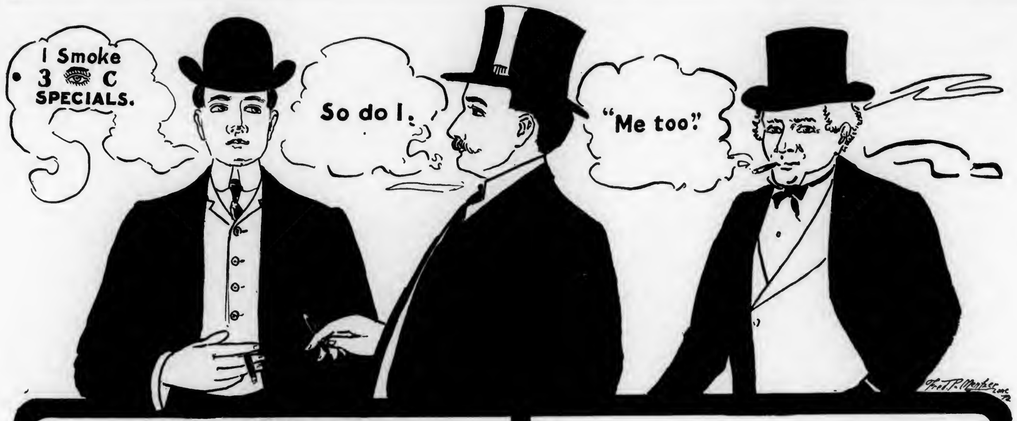
All Our Own Packings of

Domestic CIGAR LEAF Tobaccos

201 & 203 North Duke St.

LANCASTER, PA.

IRREGULAR PAGINATION



THREE SEE! REGISTERED.

3 for 5

SPECIALS

Get In Line!

WE GLADLY SEND

Sample and Price.

Phares W. Fry,

Lancaster, Pa.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages . . . . .

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS.

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., EAST PROSPECT, PA.

A. J. BRADY & SONS

We Guarantee Everything
WE SELL

Cigar Manufacturers

McSHERRYSTOWN, PA.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of
Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane
Made in Londres, Perfectos and Panatelas.

Robert E. Pattison
Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.
Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

J. K. LEAMAN,

.. PACKER OF ..

Penna. Broad Leaf

AND DEALER IN
ALL GRADES OF

Domestic Leaf Tobacco

Jobbing and Wholesale

138 Market Street

UNITED 'PHONE *LANCASTER, PA.*

D. W. HUBLEY,
THOMASVILLE, PA.

MANUFACTURER OF

Strictly High Grade

Seed and Havana CIGARS

Excellent Facilities
Finest Workmen..

CORRESPONDENCE SOLICITED
SAMPLES ON APPLICATION

J. W. Duttenhoffer,

Packer, Dealer and
...Jobber in...

Leaf Tobacco

Penna. Broad Leaf
OUR SPECIALTY.

33 North Prince Street
LANCASTER, PA.

R. E. JACOBY,
Rothsville, Pa.

Wholesale Manufacturer of STRICTLY UNIFORM QUALITY of **High Grade**

Seed and Havana.. **CIGARS**

CORRESPONDENCE with Wholesale and Jobbing Trade invited.

R. E. JACOBY,
Rothsville, Pa.

Chas. F. Smith W. H. Sheffer

Smith & Sheffer

Packers and Dealers in

Leaf Tobacco

Office and Sample Rooms:

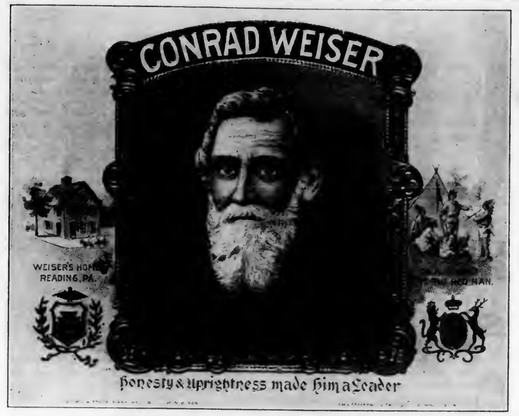
McSherrystown, Pa.

WE have just opened a NEW WAREHOUSE at HANOVER, and are prepared to show a full line of SEED LEAF TOBACCO, in a large variety. Our goods have all been very carefully selected, and we feel confident that our line is an EXCEPTIONALLY ATTRACTIVE one, which we are in a position to offer at

Very Moderate Prices

Remember, our **MAIN Office and Sample Rooms are at McSherrystown, Pa.**

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.



J. H. WITTER & SON,

Wholesale Manufacturers of

Fine Havana CIGARS

Sheridan, Pa.

CONRAD WEISER 5c. CIGARS

The largest and best *Clear Havana Filled Five Cent Cigar* on the market.

Made in Four Sizes.

OUR GUARANTEE goes with the CONRAD WEISER Cigars that they are Clear Havana Filler, Connecticut Binder and Sumatra Wrapper.

We invite correspondence with Wholesale Dealers and Jobbers, and furnish FREE SAMPLES to RESPONSIBLE HOUSES.

They are Money-Makers to Anyone. If you do not handle them, write at once and be convinced.

THE PHILADELPHIA TOBACCO TRADE.

Another Firm of Dealers Puts in Pipes.

Yahn & McDonnell, the enterprising dealers at Fifteenth and Chestnut streets, have put in a line of high grade pipes in answer to a demand which has been growing for some time. The list of pipe dealers in Philadelphia is getting larger every week or so, Bradford Clark and I. Lowengrund being among the most recent dealers to add them to their stock. Every dealer has reported an increased demand for the article. Yahn & McDonnell have put in a full variety of fine goods made especially for them, the cheapest pipe selling for $1.

Cigar Machines Would Be Welcomed Back.

The fact that the city council of Portland, Ore., has permitted cigar dealers, on payment of about $20 a year, to install slot machines, such as pay in cigars, in their stores, recalls the thriving business which resulted from the same sort of machines when they were permitted or at least tolerated in Philadelphia.

It has been something like a year since the enormous bonfire of slot machines conducted by the local authorities on a vacant lot served as a farewell to practically all the machines in the city. The majority of these were gambling machines pure and simple in which money was the only commodity in sight but there were hundreds of cigar-paying machines in the city at the time, all of which had to come out.

Immediately the cigar business in Philadelphia fell off to an unbelievable extent and it has not revived since. One manufacturer, speaking of the matter said:

"It has certainly made a tremendous difference in our sales with some stores. I can think of several this minute that use scarcely one-fifth the 10 cent cigars they used to. Philadelphia is admittedly a 5 cent cigar town, and when a man goes into a store and simply asks for a cigar, the clerk invariably puts out the 5 cent boxes.

"Well, when the cigar machines were booming a good percentage of customers would play them. Some of them would keep it up until they had, say 12 or 14 cigars to their credit. Instead of taking the 14 five cent cigars they would take seven ten cent ones and it got to be a regular thing that could be counted on by the manufacturers in expecting orders. Men who ordinarily wouldn't think of buying a ten cent smoke got to smoking them altogether in this way.

"But when the machines were ousted, these customers fell back into the 5 cent habit, and, moreover, moderated the amount of their smoking. Orders fell off immediately and they haven't come back yet. There isn't any doubt that a great many dealers and manufacturers, too, would be very glad to welcome the old machines back."

About the Piedmonts.

The American Tobacco Co.'s new cigarette, Piedmont, is on the counters of a large number of Philadelphia dealers but sales have not been very large yet, probably for two reasons: Customers have not learned of the new cigarette and moreover it may be handicapped by the absence of a coupon. The cigarette made a hit in some of the southern cities where it was said that a whole coupon was enclosed in every box, against the half coupon which goes with Sweet Caporals.

It was understood that the same arrangement was to go in this market, but the cigarettes sent to some of the local dealers, at least, contained no coupons at all. This makes a decided difference to consumers as the coupons have market value of fifty cents a hundred. The new cigarette was boomed for this market on account of the fact that it was loosely rolled, there having been numerous complaints on account of the tightly rolled Sweet Caporal.

I. Lowengrund is pushing the Red and Blue, a 5 cent straight cigar, this week and so far sales have been fairly good. The brand, which has been on the market for 12 years, is a hand made Philadelphia product and used to sell for $6.

The Moore stores are making a display of Dutch smoking tobacco and Our Reputation 5 cent cigar, both of which brands are controlled by Mr. Moore. The smoking tobacco is put up in 3½ ounce cans to sell at 35 cents, 3 for $1.

Wm. Catlin has an attractive display of the Bachelor, 5 cent straight cigar, in one of the windows of his store at 144 North Eighth street, this week, and is having quite a drive on them. The cigar is manufactured by the Victor Thorsch Co., of Allentown.

I. Lowengrund, who a week or so ago put in a line of pipes, reports a good steady sale. This store is still having a big run on the Duke of Kent cigar.

C. Cooper, retailer at 1490 North Fifty-second street, is making a fine window display of Telonettes.

With Manufacturers and Jobbers.

William H. Banton, well known local jobber, was laid up again last week and has the sympathy of his many friends. Mr. Banton has suffered from poor health lately and was recently incapacitated for a time.

Dempsey & Koch report business to be very much to the good and say they are behind in their orders. This firm does a large business in the West on its 10 cent brands.

Manager Frank Comber, of the El Draco Co., reports an improvement in the firm's business during the week, trade in the Southwest being especially good. Just as is the experience of other local manufacturers, Mr. Comber says that business right in Philadelphia, aside from holiday orders, is not up to the standard and lacks snap, although the company's 5 cent brand, Walnut 750, has had a nice little run.

Philip Verplanck, the energetic junior member of the new firm of Menendez Bros. & Verplanck, of Tampa, was in Philadelphia for a few days this week looking after things for his firm.

On December 1 Bege Bros., of Manayunk, will dissolve partnership and will conduct individual concerns under the separate names of John B. and Joseph F. Bege, the former continuing in business in the same store now occupied by the firm.

Charles Kors, of the Vicente Portuondo Co., is on a business trip through New England. S. W. Levine, the Western representative of the firm also started out this week.

C. F. Vetterlein, of Vetterlein Bros., made a trip to Boston last week to take a look-in on the firm's rapidly increasing business in that section.

Le Roy Valentine, of A. S. Valentine & Son, reports that the firm has got all its holiday orders filled and out of the

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY, LK-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade Union Made Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

way, and is now engaged in filling regular orders which are coming in from the West and other sections.

Sig. C. Mayer & Co. is the name of a new firm of manufacturers which will take possession of the building at 417 Locust street on December 1, and will put several good brands on the market. Mr. Mayer is well known to the trade as a traveling man and his associates, Messrs. Derr and Watson, have been connected with the local trade for some time. Mayer & Co. have secured some of the fixtures from the factory of Dominguez Bros., at Twenty-first street and Fairmount avenue, and will thoroughly fit out the Locust street building for their use.

D. FRANK KALTREIDER'S LINE.

On page 12b of this week's issue of The Tobacco World is published an announcement by D. Frank Kaltreider, manufacturer of cigars at Red Lion, Pa., which is worthy of careful perusal.

Mr. Kaltreider has been engaged in the manufacture of cigars at Red Lion for several years, and even in this comparatively short time has succeeded in building up a broadly extensive business. During an interview with him several days ago he informed the writer that he attributed his success first, to the intrinsic merit of his product, and secondly to the general attractiveness in the appearance of his packages.

No other factory perhaps has taken greater pains in devising original styles of packages and no one has more successfully carried the idea out. Mr. Kaltreider is engaged principally in the manufacture of medium priced goods, commanding a large sale because of the superior appearance and uniformly good quality. Aside from excellent factory facilities and the steady employment of a large force of experienced workmen, he is also benefitted by occasional visits among the wholesale trade throughout the country of H. L. Haines, who has been the general sales manager of this factory for sometime past, and has undoubtedly been instrumental in perpetuating the factory name as well as aiding in introducing the product to its present large list of customers.

The line of goods made at this factory is an extensive one, but their specialties at the present time are the La Forest and Lejano, illustrations of which labels appear on the page mentioned above. Mr. Kaltreider will cheerfully and promptly attend to any communications addressed to him and will send full particulars regarding his product upon request from reliable dealers.

AMERICAN TOBACCO CO.'S CHANGE.

Jobbers Get Circular which Puts Goods in Open Market.

The trust practically placed its goods in the open market again on Monday by cutting off the 3 per cent rebate which jobbers have been getting at the end of every month, as a result of complying with certain conditions as to the sale of the American Tobacco Co.'s goods. The market is now in the same condition as before the company took action on June 14, by offering the 3 per cent in return for allegiance.

The circular which was received by Philadelphia jobbers yesterday, and which was understood to be general in effect, removed the 3 per cent and in a later paragraph offered 3 per cent discount to be made on the face of the invoice. This the jobbers assume to mean that, as the discount is allowed first and as a result of no restriction or condition, they may do as they choose as to prices and the sales of other goods. At the same time, there is a feeling that there may be something more to come, as the reason for the change is not immediately apparent.

LANCASTER MARKET REVIVING.

Either Packers or Manufacturers Will Lose Money on Prices.

Lancaster, Pa., Nov. 14, 1904.

The local leaf market is reviving a little since election and the usual volume of business is being done. Buying of the new crop is proceeding steadily, and while at first it seemed to be done by only a certain few buyers, the movement has become more general, and at prices that seem too high to make a reasonably safe investment, leaving the result to be one of two things: Either packers will lose money or the manufacturers, if they have to buy at figures that will be commensurate with prices being paid growers, will have to pay dearly for goods of the 1904 crop.

During the past week as high as 12 and 13 cents was paid, and as much as 8 cents for hail cut, while 8 cents was the average price for sound tobacco last year.

The leaf tobacco warehouse of Lehman & Mowery, at Letort, Manor township, about six miles out of Lancaster, was destroyed by fire last week. The fire is supposed to have been caused by a defective flue, and the heat was so great that it was impossible to extinguish the flames with buckets of water, and it was allowed to burn itself out. The firm of Lehman & Mowery consists of Charles B. Lehman, of this city, and Dr. J. L. Mowery, of Letort. The warehouse is situated on the property of Dr. Mowery, near Letort, and was a large brick structure. In the building were 400 cases of leaf tobacco of the 1903 crop and all appliances relative to the tobacco trade, such as presses, cutters, cases and hardware. The loss will amount to about $25,000, which is partly covered by insurance.

The dry spell is at last broken, and farmers are taking full advantage of it to strip their tobacco.

ROOM FOR ALL IN MILWAUKEE.

Plenty of Business for Old Dealers and Chain Stores Too.

Milwaukee, Wis., Nov. 14, 1904.

In a recent issue of a New York tobacco paper there was an article on cigar packages, and some of the ideas set forth brought broad smiles to the faces of the local box makers. The paper made the statement that imitation cedar lumber is stained with oil of cedar to give it the odor and color of genuine cedar.

Every cigar box manufacturer knows that nothing of the kind is done. Oil of cedar is an expensive article, and manufacturers of cigar boxes know it would cost too much to use it, and there are other reasons why it would not do. A very inexpensive stain is used and applied in most factories by machinery. The grain in the lumber is also artificially produced, sometimes printed, and sometimes run through a machine to give it a porous effect. Usually from the machine it is run through another one to polish it.

Milwaukee had a visitor last week in the person of George D. Bow, of Louisville, Ky., vice president of the Neal & Williams Tobacco Company, and discussing the tobacco situation he said:

"We only started in business in February, 1903, when our old plant was absorbed by the Trust, and in the past eighteen months we have built up a greater business than in as many years under the old regime. The tobacco business is now greater in volume than ever before, and there are more people employed in placing goods on the market. I do not think the Trust is able to effect to any great extent the sale of independent goods. If a man works hard, and has a good quality of goods, he is bound to build up a large trade in spite of all competition. We do not fear, nor do we pay any attention, to the Tobacco Trust."

The same may be applied to the large retail business in Milwaukee, as the United Stores, while undoubtedly doing a big business since putting in two stores here, have not driven anybody to cover. There is an increasing demand for cigars and tobacco right along, and there is room for as many stores in the city as are here. Each one has its class of customers, from the swell Grand avenue place to the little jerk-water shop, where a man stopping in to buy a nickle smoke is looked upon as a dude.

These little shops are scattered around through the city and cut no figure in summing up the sales per day or week, as the owners usually have some side lines from which to make a profit, and he is his own best customer in cigars and chewing tobacco.

As for market conditions, there has been no change the past week in leaf, and supplies are apparently adequate

P. C. SHAW,

Manufacturer of

FINE and MEDIUM CIGARS

Dallastown, Penna.

SPECIAL BRANDS:

GEORGE F. NASH, JOHN SELDEN,

GOV. THOMAS HUTCHINSON,

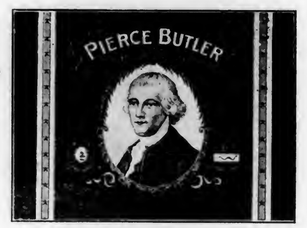
BEN DE BAR, ANDREW ROBSON.

A Specialty of Private Brands for the Wholesale and Jobbing Trade.

Correspondence solicited. Samples on application.

W. H. SNYDER & CO.

Windsor, Pa.



Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Our Leaders include:

HONEYSUCKLE, ROSE SHOW,

JUMBO, LIBBY DEAR,

VERELDA, MICHIGAN CHIEF,

CARISIMA, HIGH CHANCELLOR,

MODEL AMERICAN, *and Others.*

Particulars cheerfully given to responsible inquirers, and Correspondence with Wholesale and Jobbing Trade only invited.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

Established 1891. Factory No. 3765.

JOHN ZUDRELL,

Manufacturer of

High Grade 5 and 10 Cent Cigars

GENUINE UNION MADE,

EPHRATA, PA.

KLONDIKE, *OUR FIVE CENT LEADER, Is a Good Seller, Always Uniform in Quality.*

GOODS SOLD DIRECT TO JOBBERS AND WHOLESALE DEALERS.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.

The Centre of the Best Zimmer Growing District.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

JOBBERS DON'T LIKE NEW PLAN.

American Tobacco Co.'s Substitute Offer Unpopular in Ohio.

Cincinnati, O., Nov. 15, 1904.

Offerings as usual for several weeks past were light at last Saturday's cigar leaf sales, the total being but 91 cases, with sales at two of the warehouses. The quality in each variety offered was very fair and the condition good, except the Connecticuts. The market was strong and active for good binders and wrappers, but filler goods and stogie stocks were dull and neglected. Choice Zimmers ranged from 6 to 14½ cents. Wisconsins sold from 2½ to 9 cents, and best packings of seed leaf brought from 4 to 11½ cents.

Local jobbers have received from the American Tobacco Company their circular, announcing the plan which is to take the place of the allotment deal in vogue before the merger. The new deal is practically the same as its predecessor. By it each jobbing house is allotted a certain number of pounds of each brand, which it must sell in order to obtain the 5 per cent. rebate. An additional offer is included, however, whereby such jobbing firms whose sales exceed by 5 per cent. this allotment will be given an additional 2 per cent. This deal pertains though only to plug tobacco. A number of jobbers who were interviewed by the "Tobacco World" correspondent do not see much encouragement in the second clause, because they say their allotments are already so high that they can scarcely hope to drive their sales beyond that figure.

John Sauer & Co., of this city, have instituted proceedings in the Courts at Louisville, Ky., against August Weyhing, who conducts a store in that city at 1113 Lydia street. It is alleged that he is indebted to them to the extent of $237. In years gone by Weyhing was regarded as the best base ball pitcher in the country.

Irwin M. Krohn, the Cincinnati cigarist, arrived home last week from New York city.

A prominent Cincinnati warehouseman, just home from an inspection trip through the white burley district of Kentucky, said the following to the correspondent of the Tobacco World: "While the new crop is curing very rapidly and is very well advanced, still the weather has been dry and unfavorable, and for that reason there has been little or no stripping done up to this time. On this account don't expect shipments of new tobacco until the weather for handling becomes more favorable."

George Pressler, well-known in leaf tobacco circles throughout the State, died the early part of last week at his home in Linwood, a suburb of Cincinnati, after an illness of only twenty-four hours. A widow and four children survive him.

Cincinnati cigarists report trade picking up. The month of October was the dullest of the year with a majority of the dealers.

Berning Bros. report things running smoothly at their new factory on Twelfth street. They are turning out many thousand per week more cigars than they did at their previous place.

Clarence M. Crain, proprietor of a cigar store at 973 West Washington street, Dayton, died last Friday after a prolonged illness. The deceased had been ailing for many years. He was 48 years of age, and is survived by a wife and two children.

Moses Eisenberg, the Cincinnati broker, is in New York on business, accompanied by his son.

The A. T. Morris Cigar Co., of Cincinnati, has opened a branch store at Pawnee, O. T. It will be managed by D. E. Randall.

The Queen City Tobacco Co. is carrying on its unique advertising in Dayton at present. They report continued success for their "Red Devil" smoking tobacco.

Information comes from Coshocton of the leasing by Joseph Marter and A. G. Lawrence, of that city, of the four-story Kelly Building, at Front and Maple streets. It is stated that they will establish a cigar factory, employing 250 hands.

Adolph Hirsch must vacate his store at Vine street and Opera place, Cincinnati, by December 6. A magnificent hotel is to be erected on the corner. As yet Mr. Hirsch has not decided where he will move.

BUTRMAN.

YORK COUNTY INVADED BY BUYERS

Farmers are Holding Off for Better Prices.

York, Pa., Nov. 14, 1904.

Leaf tobacco buyers are now beginning to actively invade this section, and growers, perhaps somewhat aroused by the evident energy, are beginning to hold off in anticipation of higher prices than have yet been offered. The average is rather small, but the crop is turning out very well.

The cigar business is fairly good now, although the revenue returns for October showed a slight falling off as compared with October of last year.

The York Leaf Tobacco Company has opened headquarters on Clark avenue. The business is in charge of A. M. Shepp, with whom is W. E. Gheen of Jersey Shore, Pa.

H. F. Kohler, of Nashville, has on hand a large number of orders to be filled before the holidays, and he says he was never busier.

John L. Daron, P. O. Box 184, York, is offering to leaf men and cigar manufacturers a new "easy truck" for handling leaf tobacco cases. It is Mr. Daron's own invention, and he claims it to be the best on the market.

There was something doing again in Red Lion last week. On the charge of having removed from their factory cigars that did not bear stamps of the Government, the factory of F. B. Glenn & Co. at Red Lion, with its contents, was on Saturday seized under instructions from Revenue Collector Hershey. Deputy Inspector Liggit visited the factory and placed on it the government lock and seals. The factory was seized by direction of the Commissioner of Internal Revenue.

Sheriff Peeling, of York, will sell at public sale at the York County Court House on Saturday, December 3, inter alia, the following properties: Lot of ground in Red Lion, belonging to Ida L. Stump, also a house and lot in Red Lion, belonging to Samuel A. Stump. Stump had been conducting a cigar factory at Red Lion for some time past under the firm name of I. E. Stump & Co., but suddenly disappeared some weeks ago, leaving a number of creditors to look out for themselves. The incident also gave rise to some ugly rumors at the time, and it is said that he has not been heard from since leaving his home. Sympathy is expressed for Mrs. Stump, who is believed to be in nearly destitute circumstances, and has a family of small children to take care of.

Loeb-Creagh Havana Co.

125 N. THIRD ST.

Philadelphia

Importers of

Havana and Sumatra TOBACCO

We have a fine line of OLD GOODS at reasonable prices

Also Packers of and Dealers in

Domestic Cigar Leaf Tobacco

HAVANA WAREHOUSE

Amisted, 96

AMSTERDAM, HOLLAND

Brakke Grond, 5

A Money-maker For Manufacturers!

WE OFFER A LARGE

Second Size Sumatra

CROP 1902

Light to Medium in Colors, and running from 180 to 200 Leaves to the pound; an immense yielder

at **$2.75 per pound**

Special Price in Bale Lots — Order Sample Pounds At Once

S. WEINBERG

Office and Salesrooms:

120 North Third Street

BELL PHONE—MARKET, 38-88 A — **Philadelphia**

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
Packer of
I. H. Weaver, Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones · *LANCASTER, PA.*

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Pan-American Pan-American No. 2 Pan-American Special
PAN AMERICAN
Registered
STOGIES
MADE BY
Samuel Smith & Son,
112--116 East Jefferson Street,
Special Prices to Jobbers. Mention The Tobacco World. **Allegheny, Pa.**

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

CONFIDENCE IN PRESIDENT LANE.

Considerable discussion has been created by an article in a recent issue of a contemporary reflecting on the actions or rather the alleged non-action of Robert E. Lane, President of the Cigar Dealers' Association of America. No one who matters paid any particular attention to the attack, so far as supposing that it carried any weight, and Mr. Lane very properly considered it beneath him to answer it.

In regard to the matter, the following communication has been received from Mr. Henry Leopold, Secretary of the National Association:

At a meeting of the executive committee of the National Association, on Nov. 10, the following resolution was made and carried:

"Whereas: An article has appeared in a certain tobacco trade journal attacking President R. E. Lane of our National Association in his official capacity,

"Be it resolved: That we, the Executive Committee of the Cigar Dealers' Association of America, hereby express our entire confidence in Mr. Lane and his desire to further the interests of the Association in every possible way."

BOSTON TRADE IS QUIET.

But Business Will Brace Up for the Holidays.

Boston, Mass., Nov. 14, 1904.

Trade seems to have quieted down somewhat since election but the tobacconists are in hopes of having a good holiday business this season.

B. M. Wollenberg opened his new store yesterday at 58 Meredin street, East Boston, and the first day's receipts were much more than he had anticipated.

N. Alfowich & Bro., 152 Franklin street, in addition to having a good retail trade, are jobbing a great deal of union and independent goods lately.

Robbins & Roitman, 288 Cambridge street, the popular West End jobbers, report a very satisfactory business. They recently placed a large order for El Cafe, the Leopold Miller & Sons, N. Y., popular 5 cent cigar.

S. Rabiscowich, 2026 Washington street, is gradually working his way up once more, and is very popular with the storekeepers of the south end.

M. H. Wolfson, cigar dealer at Friend and Traverse street, was married last Sunday and is at present on his honeymoon in Washington, D. C.

Chas. L. Polep has purchased the route and team of R. Rubin and will start in tomorrow attending to the trade.

Gordon Bros., of 999 Washington street, have a nice window display this week of El Cafe and Grumbler 5 cent cigars.

M. Falk, of the Falk Tobacco Co., was here during the week booking orders for the various brands of smoking tobacco.

The American Tobacco Co. has a few men here placing the Piedmont and Carlton Club paper covered cigarettes.

F. R. Ginn & Co., of 85 Dover street, are the second largest jobbers here in union and independent goods. Mr. Ginn reports a steady increasing sale in Dills, Pattersons, Larus Bros. Co., and the U. S. Tob. Co.'s goods.

L. Miller & Sons' Kozy cut plug and Level Head long cut, both 2½ oz. package goods, are being well placed by their local representative S. A. Frank.

L. Bieringer, of 12 Dock Square has a very fine retail trade and delights in helping the boys along with orders, but it is not safe to call on him when Herman the chief knocker is around.

Sam Frank, of S. M. Frank & Co., New York, and Maurice Bondy, of Kaufman Bros., & Bondy, New York, were both in town this week showing heir pipe samples.

Max Andelman is now representing Spear Bros., cigar manufacturers, of New York, in the Boston market.

J. N. Finkelstein, the south end jobber, leaves tomorrow for a brief trip to New York.

Greater Boston, a 10 cent cigar, is being well advertised of late, and Baker Bros. are placing a great many of these goods with their trade.

McGreenery & Manning have placed a large order with L. Miller & Sons for their Leroy little cigars which are very popular here.

V. H. C. has been registered for cigars by the Vista Hermosa Cigar Co., of Boston.

Nagle & Wilson, cigar manufacturers, have dissolved partnership. Ed. J. Nagle will continue the business.

BEN ALI.

KUHN RETURNS TO PHILADELPHIA.

John F. Kuhn, formerly of Philadelphia, but who some time ago entered the retail cigar business at 106 East Pike s Peak avenue, Colorado Springs, Col., has disposed of his store to Phil Struble, and is now preparing to return to Philadelphia, and will join his father, a member of the wholesale tobacco firm of F. Kuhn & Bro., at 437 Girard avenue.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

SALESMAN, with established trade in Pennsylvania, is open to engagement with first-class leaf house carrying a full line of goods. Address SALESMAN, Box 126, care of Tobacco World. 11-16-r

WANTED—Cigar Broker for Washington and the South, by established Union Factory in Pennsylvania. Address Box 129, care of The Tobacco World, Phila. 10-26-r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

Announcement

Our New Catalogue of Presents

for the period ending Nov. 30th, 1905,

Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

WASHINGTONIAN GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

The Old Salesman's Musings.

(Concluded from page 5.)

eign business, to take chances. This is a mistake. Credit should never be extended to Mexican houses before securing full information as to their standing. Frequently a small order may be placed by a large house, or what appears to be a large house, and the American exporter is inclined to look upon it as a trial order which he desires to fill without offending the customer, in order to secure his future trade. If it is expected to secure a large trade from such a house it will pay the American exporter to secure a full commercial report before entering into business relations. If a small order comes from a small dealer and is too small to justify the expense of securing a commercial report on the credit of the customer, cash should be required with the order. Some business may be lost by this method, but the profits to American exporters will undoubtedly be larger in the end if they insist upon it. The collection of small accounts in Mexico is an exceedingly difficult matter, particularly upon the part of foreign creditors."

We will now move on to Brazil where the American salesman seems to be considerably up against it. United States Consul Furniss, of Bahia, says that the business of the countries having the larger trade is conducted chiefly by traveling salesmen, the best salesmen being German for the reason that they can always speak Portuguese or Spanish, and have studied the needs of the market.

He says: "Unfortunately, the few American salesmen I have met are diametrically opposite to the Germans, and are handicapped from the start. They fail to study tariff and trade peculiarities, and have either to employ interpreters, or are forced to appoint as agent some English-speaking firm, usually without much push, to present the merits of their wares to the native merchants. Their employer does not seem to awake to the fact that it would be better to send a man to study the conditions before attempting sales, but, instead, he wants large orders from the first, and because he does not get them, either abandons the market or is constantly sending out new men, which is just as bad. Everything is bought on a credit basis. So seldom is cash paid that few can remember having heard of a cash transaction."

Away over in dear old Mozambique, Africa, the Americans have built up quite a trade since the Boer war, and representatives of a good many large American firms visit the port to make arrangements with importers. Also many representatives of outside firms came in after the so called Delagoa Bay Railroad was built, but in many instances the business establishments were in charge of managers at tremendous salaries, who were supposed to do away with the necessity for traveling representatives. Twelve years ago there was no American trade in Mozambique.

W. R. Bigham, American Consul-General at Cape Town, Cape of Good Hope, says that in his territory all known facilities for selling goods are used, but the most common and sucessful is by means of traveling salesmen with samples, most goods being sold on time drafts.

In Egypt traveling salesmen are employed to some extent, but the bulk of the business is carried on by correspondence with resident representatives, who are frequently natives of the country. The agent often represents more than one firm. The general terms of credit are ninety days; sometimes six months.

The Consul at Para, Brazil, declares that the limited extent of United States trade is chiefly due to absence of salesmen, or to the utter incompetency of those sent. At Rio de Janeiro, business is conducted principally by salesmen at seaport and principal cities, and by mail in the interior. The faithful drummer also operates successfully in British Guiana, Chile, Ecuador, Paraguay and Venezuela. In Peru, business is furthered by skillful salesmen who speak Spanish and are experienced in the methods of Spanish-American commerce. United States Consul Gottschalk, of Callao, Peru, says:

"The point is well worth noting that no other foreign country goes to such expense as the United States to mail luxuriously printed advertising matter to persons who do not understand the language in which it is written. This consulate has on numerous occasions in the past seven months corresponded with reputable firms in the United States who desired to enter into business relations with Peru on the strength merely of catalogues, handsome in themselves, but practically useless in a Spanish-speaking country."

Business in the Chihuahua district, in Mexico, is chiefly conducted by traveling salesmen who make an average of four visits a year, terms spot cash with order, or sight draft with bill of lading attached. Practically the same condition is true in the Ensenada district, while in Mazatlan the drummers show up twice a year and do a very profitable business.

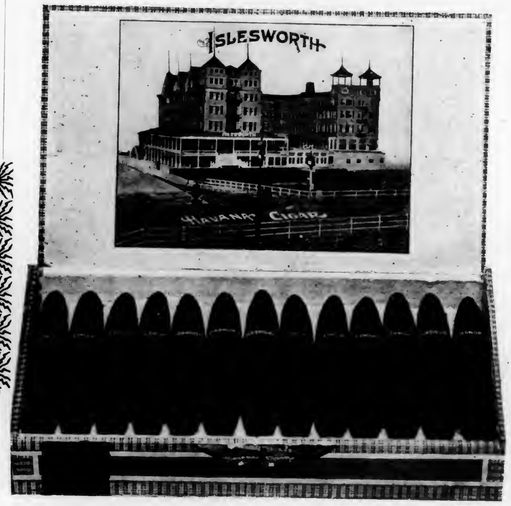
That'll be about all, and if it's any consolation, just remember next time you get a hard turn down, that somebody is probably getting the same in Egypt or Peru, or maybe down in Ciudad Porfirio Diaz even.

THE OLD SALESMAN.

—The Trigg County Tobacco Growers' Association of Kentucky has completed its permanent organization by electing E. Wash president, and Judge G. B. Bingham secretary.

—The Cincinnati Leaf Tobacco Warehouse Co. has transferred the business of the Morris and the Cincinnati Miami Warehouses to the Globe House. The former two warehouses will be torn down shortly, to make way for railroad terminal facilities.

M. HERNANDEZ
1714 Columbia Ave.
Philadelphia
MANUFACTURER OF
High Grade Cuban Hand-Made Cigars



El Fenix
An Excellent 5c Cigar
Made in 5 Sizes
AT $35.00 PER M.

Islesworth
CLEAR HAVANA
Made in 10 Sizes
From $50 to $250 Per M.

Correspondence with Wholesale Dealers and Jobbers having High Class Trade Invited
SATISFACTION GUARANTEED

A CIGAR THAT IS WORTH FIVE CENTS!

THE KRULL CIGAR

is our latest, and, we believe, the best on the market to-day. It is honestly made, by experienced workmen, and contains a fine Havana filler and Sumatra wrapper.

We would like you to try them with your customers, they are sure to like them and will always buy them. A line of "KRULL" cigars in your stock will increase your business. Try it, and be convinced.

CHAS. A. KRULL

MANUFACTURER

No. 1924 Oxford Street

PHILADELPHIA

A. C. VALENTIN

MANUFACTURER OF

FINE CIGARS

NORTHEAST CORNER

Nineteenth St. and Ridge Ave.,

PHILADELPHIA

AMERICAN Leaf Tobacco Co.

INCORPORATED.

Successors to S. L. Johns,

Packers of and Wholesale Dealers in

LEAF TOBACCO

Main Office,

McSherrystown, Pa.

Branch Office,
Reading, Pa.

Choice of the Market 10¢

Manufactured by

JOHN J. ESHELMAN

READING, PA.

A. K. MANN,

Grower and Packer

—OF—

LEAF TOBACCO

Millersville, Pa.

Located on Line of Millersville Trolley.

J. Fred Holtzinger. W. H. Seitz.

HOLTZINGER & SEITZ,

Manufacturers of High Grade **CIGARS**

and

All Grades of Pennsylvania Cigars

Controlling Independent Factories. **Red Lion, Pa.**

Our Leaders in Five Cent Cigars:

DON SEGNO REGAL DUKE GOV. WRIGHT

DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.

GEO. M. WECHTER,

Manufacturer of

CIGAR BOXES

South Ninth Street,

Established 1883. **Akron, Pa.** Telephone Connection.

F. M. HUNT. A. G. MARTIN.

HUNT & MARTIN

Manufacturers of

High-Grade Stogies

BETHESDA, OHIO.

Recommended for their Exquisite Aroma and Excellent Workmanship.

All Goods Strictly First-Class.

Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . **10c.**
"S. B." Half Havana, ... **5c.**
"S. B." Little Havanas, ... **5c.**
"Honest Bee" . . . . . **3c.**
"2--I--No" Mildest Cigar Made, **2 for 5c.**

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

NO MORE CIGARETTES TO FRANCE.

American and Cuban Product, Too Popular, Put Under the Ban.

In a short time it will be impossible to find an American or Havana cigarette in France as a result of the Government's edict that no more of such cigarettes are to be sold and no more imported from the United States. The only ones in the country will be those brought in by travelers in opened or half filled boxes for personal consumption.

The Havana varieties of cigarettes and the cheap American article were getting too popular to suit the French tobacco industry and the ordinary French cigarettes were losing purchasers by the thousands. Inasmuch as the trade is in the form of a State monopoly, the remedy was an easy one and it is said that the French market is now bare of Cuban or American cigarettes with the exception of a few thousand packages of the Virginia article.

TOBACCO ACREAGE AND QUALITY BOTH BETTER THIS YEAR.

The preliminary returns which have been made to the chief of the bureau of statistics of the Department of Agriculture at Washington, on the tobacco crop of 1904 show that the average yield per acre is 819 pounds as compared with the final estimate of 786 pounds in 1903, 797.3 pounds in 1902, and a ten year average of 1.35 tons. The average as to quality is 89.5 per cent as compared with 85.9 per cent one year ago.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Although little or no buying is going on in the Connecticut Valley, from other points comes the news of active operations in that line. Those who had early cut crops have stripped and sold their product; but the late lots are to some extent still on the poles, and the farmers are every day growing a little restless in this period of waiting. They well know that when another damp time comes that will enable them to take down their tobacco, there will be a renewal of the buying activity, and as many have their regular help still with them they wish to get their stripping out of the way, and perhaps sell the crop and not have to dive quite so deep into their pockets to pay what is due for labor.

Our correspondents write:

Hatfield, Mass.: "Six of the assorting shops started November 7 with quite good gangs of sorters. Calls for good sorters are noticed among the advertising columns of local papers. At East Hartford sorters are wanted at $2 per day, and about the same price prevails all around. One young man who goes as inspector to Hinsdale Smith's, of Springfield, was wanted to bring ten good sorters, but he was able to find only four.

After the fall work has been finished on the farms a large number of men will work in the assorting shops, and about the first of December we may expect to see a good many young men change places."

Bradstreet, Mass.: "John Brennen, E. H. Field and Albert H. Marsh have their tobacco in the bundle ready for the sorting table. I report the sale of A. H. Marsh's crop of 5 acres in the bundle to John McHugh, Hatfield."

East Whately, Mass.: "I report the sale of John M. Crafts' crop of 1903 tobacco, 21 cases, at about 13c."

Montague, Mass.: "The tobacco crop has cured well, and shows a fine, good colored leaf. About one half has been taken from the pole and stripped."—American Cultivator.

EDGERTON, WIS.

The movement in the new crop is practically at a stand still, awaiting the coming of casing weather. Whatever riding is being done in the growing districts is for old goods for which there is still maintained considerable trading whenever they can be secured at prices that will permit of an export outlet or to supply the needs of the stogy manufacturers. The figures are generally under 5 cents for the '03 crop. Thos. Kleven marketed his ten acre crop of '02 at 6c.

Business among the packers shows a fair trade but mainly in small lots. H. W. Child has purchased a 200cs packing of '03 of Oscar Hanson of Cambridge. C. E. Sweeney reports the purchase of 200cs from country hands and the sale of a 150cs lot to an exporting firm.

Growers are now nearly ready to give attention to the stripping when casing weather arrives, but no evidence of such conditions have prevailed for several weeks past.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN,
M. H. Clark & Bro.

Our receipt this week 51 hhds, offerings on the breaks 55 hhds, public and private sales 74 hhds.

The qualities offering were low in grade; market firm and unchanged.

We have not yet had good stripping weather and the crop is yet hanging in the barns.

Planters continue to sign the "agreement" placing the disposal of their crops in the hands of the Growers' Association, and the executive seems to have control of the sale of the crop, for which high prices are expected. The indications are that Great Britain will receive very moderate supplies next year, and those at high cost.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

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Sample Sections submitted for your approval Free of Cost.
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Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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MAKER OF
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Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

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W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

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Wholesale Dealers in
All Grades of
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Choice Assortment of
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Red Lion, Pa.

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Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address: "CLARK."
Clarksville, Tenn

Business Changes, Fires, Etc.

Arizona

Douglas—Wm. Overholter, cigars, etc. deed, $2,280.

California

San Francisco—E. Fogel, cigars, attachment, $628. Creditors' meeting held.

Colorado

Denver—Stern Prince Cigar Co., manufacturers and wholesale dealers of cigars, changed name to Stern-Prince Importing Company.

Georgia

Atlanta—John M. Moore, secretary of J. J. Goodrum Tobacco Co., dead.

Indiana

Indianapolis—Hornstein Bros., cigar manufacturers, chtl. mortgage, $100.

Kendallville—T. M. Bangham, cigars, etc., deed, $1,400.

New Albany—Jay & Russell, cigars and tobacco, succeeded by B. D. Jay.

Iowa

Dubuque—L. E. Chevalier & Co., cigar box manufacturers, succeeded by Dubuque Cigar Box Factory, F. E. Brown, proprietor.

Massachusetts

Greenfield—W. A. Irwin, cigars, etc., sold out.

Nebraska

Albion—J. E. Needham, cigars, succeeded by H. C. Thomas.

Loretto—Atwood & Peterson, cigar manufacturers, succeeded by Atwood & Meredith.

Ohio

Lima—J. W. Lippincott, cigars, etc., sold out.

Pennsylvania

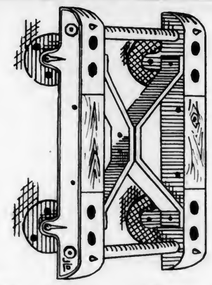
Scranton—Rialto Cigar Co. (not inc.) retail cigars, etc., succeeded by A. R. Alexander.

Rhode Island

Providence—John Worden, cigars and tobacco, succeeded by W. J. McComb.

Washington

Tacoma — E. Carrotti, cigars, etc., sold out.



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It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
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Care of Box 184, York, Pa.

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FOR SALE.
IONA TOBACCO CO.
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Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
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Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
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KING DUKE CUT PLUG SHIRK'S BEST TWIST
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RACINE, WIS. U S A.

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The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

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SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

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SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS
FOR SALE BY ALL DEALERS

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PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

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HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

KEYSTONE CHEMICAL CO., - YORK, PA.

Maybe not today or tomorrow, but some day Soon

You'll need them quick!
Note the address-
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430 Walnut St.,
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Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
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No. 21 North Main Street, Washington, Pa.

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Vol. XXIV., No. 47.

PHILADELPHIA, NOVEMBER 23, 1904.

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Single Copies, Five Cents.

Sumatra Tobacco

IMPORTATIONS:

4,000 Bales Yearly.

Are You

Getting YOUR Share?

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SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS — PHILADELPHIA — BOSTON

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NATIONAL BIRD
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5¢

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Clean as the food You Eat — Vesper Cigar 5

LORD LANCASTER, 10c.

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Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar

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Jobbing and Wholesale Trade solicited.

ALLEN'S NAPOLEON 5¢

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FINE CIGARS
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Full Havana Cigars
IN 6 SIZES

Perfecto Royal — Conchas Bouquet
Regalia Perfecto
Londres Fine Especial
Panatelas Finas — Delicados

10c. — 3 for 25
2 for 25 — 3 for 50

AND

"HUNTER"

The 5c Cigar

A Good One to Follow
And a Hard One to Beat

WINNER
OVER EVERYTHING

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Established 1871 **Capacity 75,000 Daily**

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Nickel Goods and 2 for 5 Our Specialty

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YORKTOWN BELLE, MEDAL DE REINA,
PRIZE MEDAL, MODERATOR,
KOKOMO, BOUNCER,

SWEET FLOWER, ANGOLA,
CIPANGO, MABEL,
PIG POG, LA CUBA,
LA LISETTE, LA DENIS,
CUCUMBER, CALF SKIN,
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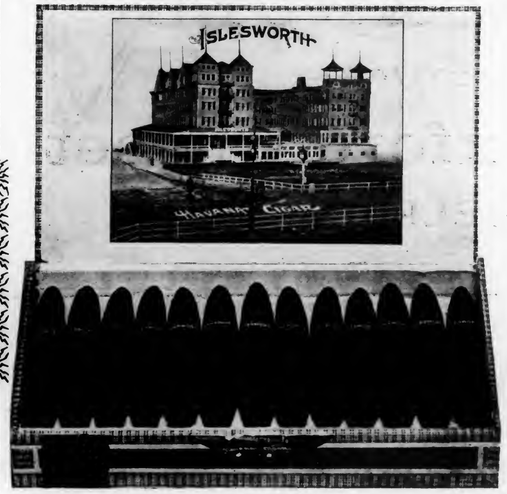

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Made in 5 Sizes
AT $35.00 PER M.

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From $50 to $250 Per M.

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A CIGAR THAT IS WORTH FIVE CENTS!

THE KRULL CIGAR

is our latest, and, we believe, the best on the market to-day. It is honestly made, by experienced workmen, and contains a fine Havana filler and Sumatra wrapper.

We would like you to try them with your customers, they are sure to like them and will always buy them. A line of "KRULL" cigars in your stock will increase your business. Try it, and be convinced.

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E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

MILWAUKEE DEALERS UNCERTAIN.

Independents Watching United Stores Company For Next Move.

Milwaukee, Wis., Nov. 18.

The situation among the retail dealers here is a little uncertain, inasmuch as it is not entirely demonstrated yet whether the United Stores people are going to be successful enough to render them content with what comes their way, whether they will inaugurate one of their characteristic and devastating fights, or as a last and rather improbable alternative, whether they will decide that Milwaukee is not a lucrative field for their operations.

The last named alternative is indeed improbable, inasmuch as the retail trade in Milwaukee is good and ought to remain so. The United Stores Co. made its entrance rather quietly and it can scarcely be said that any war has resulted such as seems to be the case in Chicago. Neither has the United Company deemed it necessary, at least up to this point, to adopt the methods which some of the Chicago dealers claim have been put into force in that city.

Milwaukee independents are eagerly watching the movements of the Chicago association in its efforts to get an independent plant started, and they consider that the result of the conflict will establish a decisive precedent.

"I don't see how there's going to be any battle here," said a Grand avenue dealer yesterday. "If the United people started to run cut and slash stores next door to some of ours, the only way we could get back at them would be to do a little cutting and slashing ourselves. And you know how that's going to end up, for we haven't got any corporation or chain of factories back of us.

"What makes me mad, although I don't suppose you can blame him so much either, is the consumer. He is always ready to shoot his head off about trusts and their evils and hurrah for the brave independent, and the minute the trust store chops off a cent on a 2 ounce package, in goes the consumer to save that cent. I tell you old General Public has got a 17 year old maiden beaten to death for fickleness."

TOBACCO MERCHANT KILLS HIMSELF

George Dumfrey, who recently retired from the tobacco business in New York city, committed suicide at his home in Montclair, N. J., by shooting himself. He was 63 years old. Mr. Dumfrey was fairly well known in the New York trade and his friends are at a loss to account for his act. His wife died about two years ago, and it is thought that the considerable trouble the tobacco merchant had in the settlement of the estate, affected his mind.

SEIZED TOBACCO SOLD.

Col. J. H. Storey, Acting Deputy Collector in charge of the seizure room at the appraisers' stores, in New York city, sold at auction last week a large quantity of cigars, cigarettes and Sumatra leaf tobacco, the accumulated seizures of the last three months.

DISPUTE OVER AWARDS IS STILL UNSETTLED.

Exhibiting Company Applied for Injunction to Restrain President Francis From Making any Change in Award. Conference is Postponed.

St. Louis, Mo , Nov. 19, 1904.

The conference which was to have come off this week between the protesting National Commission and the World's Fair management, and which it was understood was to be settled by aid of the Board of Arbitration, was postponed until next week, owing to the illness of one of the officials.

The altercation was brought to a crucial point on Wednesday by the application to the court of the Standard Adding Machine Company, for an injunction to restrain President Adams and the members of the committee in charge of the awarding of prizes and medals from changing an award without notice to the plaintiff, which is alleged to have been made on the plaintiff's exhibit at the Fair. The matter comes up before Judge McDonald in the Circuit Court, and the other defendants named are Wilbur F. Boyle, Frederick J. V. Skitt, Theodore Lewald, George Gerald and the Exposition Company.

The Standard Company is in the same boat as a great number of other exhibitors, a good proportion of them cigar manufacturers, who received what they believed practical assurances that they were entitled to and had received awards, and who acted on that assumption, only to be told later that the prizes had not been awarded.

Like the others, the Standard Co. received notice from Mr. Francis or from the Fair officials stating that its exhibit had received a prize. The company now believes that the committee proposes to change the award. The petition for the injunction declares that the first jury recommended the exhibit for merit and that the recommendation was certified to by the department jury and then by the superior jury, composed of President Francis, first vice-president of the Exposition Company, director of the exhibits, Commissioners-General of foreign countries having exhibits at the World's Fair and others. It is the province of the superior jury to finally pass upon the merits of awards. The superior jury completed its work and matters pertaining to awards were placed in charge of a committee composed of Mesrss. Francis, Boyle, Skiff, Lewald and Gerald. The petition also prays that if any change has been made, the committee should be forced to undo it, the Standard Company company claiming that an opportunity should be given it to make argument as to the change.

With all this tangle it is very hard for anybody to tell where they "are at." The National Commission refuses to abate one jot from its stand that not a single award can be lawfully made until passed upon by the commission, which represents the Government, and the Fair people don't exactly seem to see it that way. Meanwhile the exhibitors are getting considerably disgusted, and many of them are frankly disobeying the instructions of the final committee of awards forbidding the hanging out of banners and the advertising in other ways of the fact that exhibits have won prizes, until the final settlement of the question.

It was decided this week to inscribe on the medals what they are awarded for, instead of merely using the catalogue number. This is apt to please the exhibitors.

LEAF IMPORTERS ALL INTERESTED.

Case of Seizure for Improper Classification will Serve as Test Trial.

The suit which came up in the December term of the Federal Circuit Court, of the New York district, which involves a protest against the seizure of a quantity of tobacco for presumptive fraud will be intently watched by every leaf dealer in the country owing to the fact that the case will definitely settle the question as to whether the present tariff act sufficiently provides regulations for the classification of wrapper and filler tobacco.

The protestants are Sutter Bros., of New York, Chicago, St. Louis and Havana, who are in the position of defending a suit begun by the Government when it seized the tobacco in question and began proceedings for confiscation. Assistant Secretary Armstrong intends to make this a test case and if the Government makes its case good, all tobacco found to contain more than 15 per cent of wrappers will be seized, which under present circumstances would be considered a great hardship by leaf importers.

The point to be clarified hinges on the Dingley law which provides that all bales containing not more than 15 per cent of wrapper tobacco may be entered as filler tobacco. This constitutes what is known as the self-working bale. The duty on wrapper tobacco is $1.85 per pound and on filler tobacco 35 cents.

The claim is made that invoicing a bale containing more than 15 per cent of wrapper as filler tobacco does not constitute a fraud, since to be a merchantable bale of wrapper there must be more than 50 per cent of wrapper. It is argued, further, that the tariff prescribes the penalty for packing more than 15 per cent of wrapper in a bale by making the whole bale dutiable as wrapper.

MORE IMPORTS FROM HAVANA.

United States Appraiser Whitehead, at New York, has just made public his figures showing the imports of cigars from Havana during September and October which record quite an increase over those of last year. Of course all cigars entering the port up until now, bear the conspicuous import stamp which in a few days will be superseded by Assistant Secretary Armstrong's smaller one.

According to the Appraiser's report there were imported during the two months 2,408 cases valued at $485,030, against 1,312 cases valued at $265,327.15 during the same months of 1903.

CLAIM TRUST WAS TURNED DOWN.

"High Authority" Declares Republicans Would Not Accept Contribution.

The latest of the many statements in regard to whether the American Tobacco Co. did or did not contribute to the Republican campaign fund, is embodied in a story printed in the New York American two or three days ago which anonymously quotes a man asserted to be high up in Republican politics and who took an important part in the management of the Republican campaign, as declaring that the Democratic party received a generous contribution from the "Tobacco Trust" after the latter had offered a substantial sum of money to the Republican National Committee and had been refused.

The "high authority" says that contributions were also made to the Democrats by the Standard Oil, the Sugar Trust and by George F. Baer. It was declared that the Tobacco Trust offered a sum mounting into the hundreds of thousands, which was declined by the committee, it is said, on the ground that the latter already had sufficient funds, and for the additional reason that President Roosevelt did not care to put himself under obligation to that corporation.

OCTOBER TOBACCO CROP.

Department of Agriculture's Report Shows Gain of 3.9 Points.

Washington, D. C., Nov. 14.

The monthly table of the tobacco crop of the United States just issued by the Department of Agriculture shows a general increase in the country of 3.9 points. The principal gains are noted in Connecticut, Massachusetts, Maryland, Louisiana and Michigan. Following is the table:

	Oct. 1, 1904.	Nov. 1, 1904
New Hampshire	100	100
Vermont	95	98
Massachusetts	100	110
Connecticut	104	110
New York	92	93
Pennsylvania	90	87
Maryland	83	92
Virginia	91	83
North Carolina	84	81
South Carolina	88	82
Georgia	92	89
Florida	94	91
Alabama	81	85
Mississippi	87	89
Louisiana	92	99
Texas	92	84
Arkansas	86	87
Tennessee	88	98
West Virginia	91	89
Kentucky	81	91
Ohio	89	93
Michican	66	85
Indiana	83	86
Illinois	88	87
Wisconsin	87	92
Missouri	87	88
United States	85.6	89.5

TWO FACTORY CHANGES.

S. O'Brien, who recently returned to Fort Madison, Ia., after several years' residence in Nebraska, has added another to the city's list of cigar factories. He is located in the James Block, his factory number being 242, Fourth Dist., Iowa.

Jacob Casebeer, one of the stockholders of the Casebeer Cigar Factory, of Waterloo, Ia., has sold out his interest and retired.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D & T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
HAVANA
DEALERS IN LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Y & N
21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

DOHAN & TAITT

PACKERS OF

Domestic Leaf Tobacco

and IMPORTERS OF

Havana and Sumatra

OUR LATEST IMPORTATIONS CONSIST OF:

R D M | P B | Deli
B M | Langkat
Deli Maatschy | A 5
N A T M | F
Deli Maatschy | M
Deli Maatschy | K
Medan Tab MY. | T R | Deli
Deli Maatschy | A 1
J H M Deli | A
Senembah Maatschy | B K
Medan Tab Maatschy | S | Langkat
B T R Senembah
Deli Maatschy | M | 1

No. 107 Arch Street

Philadelphia

IRREGULAR PAGINATION

D. FRANK KALTREIDER

(H. L. HAINES, Manager Sales Department)

Wholesale Manufacturer of

All Grades Domestic Cigars

RED LION, PA.

Attractive in Appearance; Uniform in Quality and Workmanship.

Goods sold through the Wholesale and Jobbing Trade Exclusively.

Distributors wanted everywhere on our Special Brands:

La Foresto **Lejano**

Sporty Duke **Pan-Ex.**

Samples cheerfully forwarded to responsible applicants, and satisfaction guaranteed on all lines of our products.

DAILY CAPACITY, 50,000

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Old Salesman's Musings.

DON'T TALK ABOUT YOUR LIVER.

Circumstances keep me near my own fireside a good deal of the time now-a-days, but occasionally I take a run around, and though I am continually meeting some of the boys, I feel like an outsider and as a result, am able to regard the game with an outsider's impartiality. Isn't it funny how you lose your desire to go out at nights, when you get to be about 83, unless, of course, you are taking Bluffy's Malt Whiskey, and are in the "Dear Old Soul: He's Hale, Happy and Hearty at 172" class.

But as I was saying, I get out once in a while, and I happened to be on the Southern express the other day when an old friend slipped into the seat beside me. Bill has had a good many birthdays in his time and he's beginning to get slightly peevish. Incidentally he has been a darn good salesman in his time, and he's not exactly starving to death now.

Well, Bill sat down and we fell into conversation, as the books say. We talked shop for awhile, and then one thing led to another until, whizzing by ore of those soap box country general stores, I remarked, with the fine sarcasm for which I have a gift, that the proprietor must lead an exciting life.

"He get's 'is grub," grunted Bill.

"So does a cow," said I, for your Uncle George is all there with the repartee.

"Cow's got a right to be happy till it ge's sick," observed Bill. "So's a man. And after they're both down and out they ought to be quietly knocked in the head. That's my idea of it."

"The man would never let you," said I, warming to the subject. "Strip some people of their woes," I declared, with a graceful and comprehensive gesture, "and they would be utterly miserable."

Bill meditated.

"Isn't it funny," he mused, "how people like to talk about their diseases and troubles. They think everybody is eager to hear all about it. For the life of me I can't understand what pleasure there is in talking about such things."

He thought for awhile.

"Now I'm having a pretty tough time myself, but I don't know as it pleases me to talk about it."

"Of course not," said I, looking out the window. "Of course not. By the way, in regard to that other matter——"

"You see I was out in St. Louis about three weeks ago," pursued Bill, clearly his voice. "The water out there is rotten. Most of the milk is worse. The beer's good, but I don't do much with beer. Well, I drank the water and in about three days my liver took the count. Say, did'y ever have any liver trouble?"

"None to speak of," I answered glibly. As a matter of fact I have suffered more with my liver than any man in five States. Some day I'll tell you about it for I know you'd be interested.

"Well then, you've got no kind of an idea of what Dis-Ease is. And I guess there ain't many of 'em can tell the story I can. Why some days my back is so bad that only my will power saves me from shooting myself. I knew something was wrong the third day I was in St. Louis and I tumbled to the symptom right away."

And Bill took his liver out and laid it on my lap, figuratively speaking, and poured out proud words about it from Baltimore to Washington.

"I was telling So-and-So, of So-and-So & Co," Bill told me among other things, "and he recommended some kind of pills that a cousin of his had taken. Old man Thus, of Thus & So, gave me something, too. He took a great interest in the case. In fact everybody did."

"Why, how'd they all hear about it, Bill?" I asked.

"Well, the subject seemed to come up naturally and I could see they were intertested so I told them just how I was handled."

"By the way, have you sold much lately?" I asked.

"Naw! Bum trip!" was the savage answer. "It's this infernal liver complaint that's queering me."

"I understand that, Bill," I said kindly. THE OLD SALESMAN.

[The following has been issued by J. Edward Cowles, manager for Austin, Nichols & Co., of New York.]

THE TRAVELING MAN.

Could I drink of the nectar the gods only can,
I would fill up the glass to the brim,
And drink the success of the traveling man
And the house represented by him;
And could I but tincture this glorious draught
With his smiles as I think of him then
And the jokes he has told, and the laughs he has laughed
I would fill up the goblet again
And drink to the sweetheart who bade him good bye
With a tenderness thrilling with bliss,
As he thinks of the smile and the tear in her eye
That saddened the sweet of her kiss.
To her dearest of hearts and fairest of hands,
I would drink with all serious prayers,
Since the heart she must trust is a traveling man's
And as warm as the ulster he wears.
I would drink to the wife with the babe on her knee
Who awaits his returning in vain,
And breaks his brief letters so tremulously
And reads them again and again.
I would drink to the feeble old mother so kind,
By the warm fire side of her son,
Who murmurs and weeps o'er the stockings she knits
As she thinks of the wandering one.
I would drink to the stranger who smiles with good cheer
To the welcoming hand he extends,
As well as the wayfarer journeying here
And all of his numerous friends;
And when he turns from his earthly abode
And pays the last fare that he can
Mine host of the inn at the end of the road
Will welcome the traveling man!

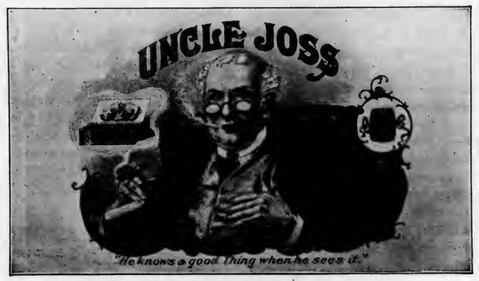
La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS



10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

LOOK OUT FOR TRADING STAMPS.

NOW that the trading stamp people have offered to trade their stamps for tobacco coupons, things may work around so that the haughty consumer will demand his stamps direct from the cigar dealer. With every feminine member of the household nagging him for coupons, swiping them out of his clothes, and then kicking because they have to go way up or down to the trading stamp store to exchange them, the consumer is likely to demand stamps outright of his dealer.

In an interview with our Milwaukee correspondent last week, a prominent Grand avenue dealer voiced his deep satisfaction over the fact that he never had to give stamps.

"And," he said, "I sincerely hope the time will never come when this will be necessary. I have watched with interest the trading stamp nuisance, but even if the cigar men feel compelled to take it up, we will not have the trouble the grocers and the butchers and the dry goods men have, for the simple reason that we have few women to deal with. It is this branch of the human family that makes trouble.

"If women were our customers our sales would double or treble within a month if we gave away the seductive trading stamp. The men, as a rule, do not care much for stamps or coupons, and it has been my experience that a dealer is better off when he doesn't give anything, and puts all the free business in the stock,"

Unfortunately, however, the poor women over whose absence the dealer rejoices, have entered the situation and the writer will miss his guess if they don't make themselves felt. For awhile they will be content with the coupons, for each of which they are sure of one stamp, but they will soon wake up to the fact that their husbands or brothers are in a position to demand more.

"Look here," they will say, "the grocers, and butchers, and department stores, and some of the saloons, even, are giving trading stamps, and you've got a right to expect it down at the cigar store. I guess they're no better than anybody else. I think you might get me stamps and the coupons, too. You know how much we need that couch I was looking at."

And when about a thousand wives have had this over a hundred or more times, in season and out of season, breakfast, dinner and Sundays, the thousand husbands will buy more cigars than usual at one crack, and then sheepishly put the proposition up to the dealer. And the dealer has got to consider it, too, if he values his customer's peace of mind.

WILL TIN BOXES REPLACE THOSE OF WOOD?

THERE seems to be considerable tentative agitation every little while looking toward the substitution of tin boxes instead of the strereotyed cedar box or its imitation. While some very good reasons have been advanced in favor of tin, it does not seem likely that there will be any change in the immediate future, and aside from the tremendous number of manufacturers who would either be forced out of business or compelled to change their methods, the majority of dealers and consumers would be sorry to see the present box go: From the dealer's standpoint, the wooden box is easily handled, keeps the cigar in good condition and is good for display. As the consumer looks at it, the boxes when empty are made to serve innumerable uses in the home, for many of which a tin box would not be at all suitable.

Some time ago a tin box was devised by a manufacturing company, and its manufacture started at Baltimore, following a satisfactory trial of the new method in the company's Chicago plant. The expectation was that this style of box would eventually displace the wooden box, which for decades has housed the whole gamut of smoke producers, from the stogy to the most expensive domestic or imported article. The tin box is made to resemble the wooden cigar box very closely. This is secured by the label, which completely envelops the box, and which is lithographed to resemble the cedar box used in packing the best goods.

The manufacturers of the tin boxes claim that their product will keep a cigar fresher than the old boxes, sufficient air being admitted to prevent the cigar from sweating.

A leading box manufacturer sums up the situation in this wise:

"There seems to have been some agitation in the east for tin boxes, but up to this time the western trade has not been approached. While tin packages have been used to some extent, the upright wooden cigar box which is being introduced successfully, may replace the can in course of time. With lumber advancing it is not surprising that a substitute for the wooden box is being considered, but it is doubtful if anything will answer the purpose as well as wood. As in the case of cedar used for better grades of cigars, the odor proves of a decided benefit to the cigar.

"Efforts have been made to imitate this odor with chemical flavors, where popular and other imitation woods are used, the same being generally applied on the inside or bottom of the box, but the difference is not only detected, but the cigar is also affected in its taste, in a manner that is sickening to the average smoker. A further consideration is that the manufacturer of tin boxes requires intricate machinery and the investment will hardly give satisfactory returns on any but large quantities."

* * *

CHANGE THINGS AROUND A LITTLE.

THIS is the season of the year when the retailer who is on to his job needs to get busy with his store a little, if he wants to increase his trade or even to keep it. The big department stores are coming to make more and more of a splurge every year, until the consumer now expects it as a right. The smaller merchant has to do something to keep in line and the more individuality he displays, the better the results.

A great many cigar dealers feel that there is nothing much they can do in this direction, that, in fact, their store is of a nature that does not lend itself to any such schemes. This is a mighty big mistake. When you begin to look around, you are likely to see all kinds of ways in which the place can be brightened up.

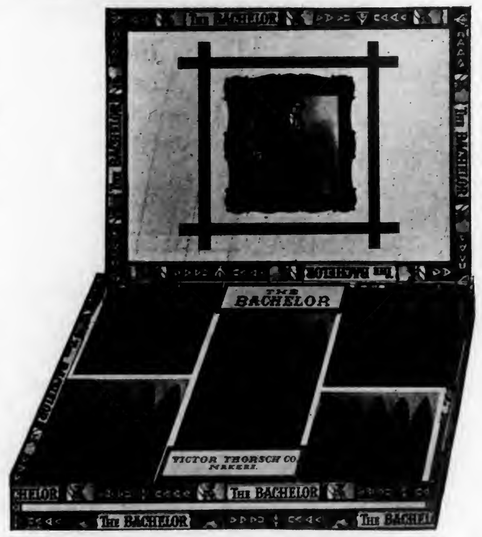
Do something to make the store look Christmasy and inviting, if it's only to put up an appropriate picture or two. If you feel helpless, have in your women folks and let them make suggestions. That's where a women is most at home, and the average femme could in ten minutes frame up a number of inexpensive ideas that, adopted, would cause every regular customer to comment on the improvement, and a good proportion of the new ones to feel like stopping in again.

It has long been a recognized fact that something in the atmosphere of the holiday season induces a man to spend more money than he sets out to. At the beginning of the season, probably nine out of every ten men, swear that they will spend only so much. The same nine, if they enter stores where they are continually being reminded of the season, will get separated from their money in spite of themselves.

This is no theory, but a proven fact, and after the dealer gets his store spruced up he wants to keep the good work up by printing neat display cards in a catchy way, which can be done at very little expense, particularly if there is someone about the place or in the family who is handy that way. It's a good scheme to make up holiday combination packages which can be gotten up in such a way that the advertisement for the store will more than repay the expense of the special printing or the slight cut which might be advisable on the package.

It is the up-to date dealer that gets along and never the man who simply camps out behind the counter and waits. Show a customer that you are sufficiently interested in his comfort to go out of your way to please him and he is quick to reciprocate.

CHRISTMAS SOUVENIR OF "THE BACHELOR."



THE above is a photograph of a Christmas box of "Bachelor" cigars, which the Victor Thorsch Company, of Allentown, has put out for the holidays. The Company has also issued an attractive card in colors, bearing a full size picture of the box, which is captioned "Bachelor Souvenir, Christmas 1904." The Victor Thorsch Co's. Bachelor cigar is one of the most popular smokes on the market and the fact that it is so attractively put up, makes it doubly acceptable.

Wonders Never Cease

A noted professor at the World's Fair added the National Cash Register to the seven wonders of the world.

It is an automatic mechanical marvel.

It Does Your Bookkeeping by Machinery

It handles accurately and automatically your

1. Cash Sales
2. Credit Sales
3. Money Rec'd on Acc't
4. Money Paid Out
5. Coin or Bill Changed

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

CUT OUT THIS COUPON AND MAIL TO US TODAY

N. C. R. Co., Dayton, O.
I own a _____ store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

_____ Name
_____ Address
_____ No. Clerks

TOBACCO WORLD

Secretary Leopold Tells About Association Stamp.

Many Manufacturers Who Wanted to Use This Form of Protection Didn't Know Just How to Go About it.

A large number of manufacturers and dealers are interested in the association stamp and its purpose and a number of inquiries have come to this office as to the best method of securing and using the stamp. More and more goods are being so marked every week, and in order to make the plan clear to all manufacturers, Henry Leopold, Secretary of the Cigar Dealers' Association of America has written the following for The Tobacco World:

The object of the stamp issued by the Cigar Dealers' Association of America, is two-fold: first, to supply the Association with funds to enable them to carry on their work in the interests of the independent dealer and manufacturer; second, to supply a mark of indentification for independent goods.

Dealers will thus be enabled to ascertain whether the goods they buy are made by the trust or not, as no trust goods can have this stamp. It will also furnish a similiar means of identification for the consumer.

All locals of the Cigar Dealers' Association of America, can add too their revenues by selling this stamp. Send in any order you may get and the secretary who sends in an order for stamps to be delivered direct to a manufacturer will receive a check for 50 per cent of the proceeds of said sale, for use by his association in their work.

All retailers are urged to ask their manufacturer to affix stamps to all goods sent them. The Association stamps constitute the only safeguard for the retailer and manufacturer that they can have against the private brand campaign of the trust.

Following is the schedule by which the stamps are issued:

CIGAR STAMP.

Cash value of this stamp is ¼ of a cent, issued to the manufacturer for $2.50 per 1,000 stamps. They come one hundred in a sheet perforated same as postage stamps, but not gummed, one stamp to be attached to each box of cigars (preferably) on inside cover.

One-tenth packing the cost would be 2½ cents per 1,000 cigars.

One twentieth packing the cost would be 5 cents per 1,000 cigars.

One-fortieth packing the cost would be 10 cents per 1,000 cigars.

POUND STAMP FOR TOBACCO.

The cash value of this stamp is one twentieth of a cent, issued to the manufacturer for 50 cents per 1,000 stamps. They come one hundred in a sheet, the same as postage stamps, but not gummed, one stamp to be attached for each and every pound or fraction thereof, contained in Butt, Caddy or Carton. The cost to a manufacturer using this stamp would be 5 cents per 100 pounds of tobacco.

CIGARETTE STAMP.

The cash value of this stamp is one-fortieth of a cent and issued to the manufacturer for 25 cents per 1,000 stamps. They come one hundred in a sheet, same as postage stamps, but not gummed.

(Concluded on page 36)

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

Misting, Spraying, Flavoring, Casing, Whitewashing.

The FOUNTAIN SPRAYER, for misting fillers, $4.00
The SIMPLICITY AUTOMATIC SPRAYER, 7.50
The LITTLE CLIMAX TOBACCO PUMP, 10.00
The PROGRESS, JR., SPRAYING MACHINE, 16.50

Also make large FIELD SPRAYER which covers four rows at one time.
Send for free Catalogue.

Dayton Supply Co., Dayton, O.
Successors to Nixon Nozzle & Machine Co.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street,
Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

MAY BE A CORNER IN REMEDIOS IN HAVANA.

American House is Trying to Monopolize These Goods by Paying High Prices, But a Corner Could Not Last Long.

[Special Correspondence of The Tobacco World.]

HAVANA, November 14, 1904.

The Havana market during the past week has been very animated, and prices have been strong, as well as tending decidedly upwards for Remedios. Sales reported are only the actual number of bales which have been received, while it is said that many thousands of bales have been bought but not examined yet, and so the bales will therefore not appear until the coming week. Remedios tobacco has at last been made active, as far as first and second capaduras are concerned, through the heavy purchase of one important American house, which according to rumor is trying to monopolize this article by paying the prices asked by the packers and dealers. As the firm in question has sufficient capital and an extensive outlet to manufacturers in the North it would not be such a difficult operation to secure the bulk of the best tobacco, as the whole quantity of first and second capaduras is not estimated to be more than 30,000 or 35,000 bales.

However, a corner in a certain class of tobacco can never be of any long duration, and if prices are driven too high the American manufacturers have learned how to protect themselves, as they had some experience during the famous Weyler edict, when the exportation of certain grades of tobacco had been prohibited.

The Trust, with all its millions of capital, found the experiment a very costly one when in 1900 and 1901 it accumulated some 60,000 to 70,000 bales of tobacco, mostly Remedios, which for reasons best known to the buyers were not used by their Northern factories and have gradually been resold to the independent dealers and manufacturers until this month. Taking into consideration the shrinkage in weight, storage, insurance and interest on the capital invested the loss must have been reaching a snug little figure.

It would be interesting, however, to know of what tobacco the so-called seed and Havana cigars produced by the Trust factories are made? In the meantime the Trust has been a heavy buyer here of low-priced Vuelta Abajo and Partido leaf in the country, as well as in the local market, for its factories here and the clear Havana ones in Tampa, Key West, etc.

While there are still some fair stocks of all kinds of leaf to be had in the Havana market, it looks as if there will be no surplus left over by the time the 1905 crop can make its appearance, and that the prices can go only one way, and that upwards.

Sales

were 8874 bales in all, of 5863 bales of Vuelta Abajo, 730 of Partido and 2281 of Remedios. The American buyers have taken 4654 bales, the European exporters 1511 and the local cigar and cigarette factories 2709 bales.

The New Crop.

As far as the 1905 crop is concerned all that can be said for the present is that seedlings are plentiful and cheap—from 50 to 75 cents per 1000 delivered at the railroad stations—and that the plantings are progressing actively. The weather is favorable.

Buyers Come and Go.

Arrivals—Edward and Ellis Arendt, of E. Arendt & Sons, and A. Blumestiel, of Levi, Blumenstiel & Co., New York; A. Kaffenburgh, of I. Kaffenburgh & Sons, Boston; John N. Kolb, and Ramon Fernandez, of Theobald & Oppenheimer Company, and Salvador Rodriguez, of Salvador Rodriguez, Tampa; Leopold Loeb, of Leopold Loeb & Co., Philadelphia, president of the Loeb-Nuniz Havana Company, Philadelphia and Havana.

Departures—Jose Hevia, for New York; M. and H. Cohn and Mat. Wengler, for Chicago; John N. Kolb and Ramon Fernandez, for Tampa; Frank Dominguez, for Philadelphia.

Havana Cigar Manufacturers

are busy, the larger independent ones particularly so, while the smaller ones have not got exactly the share they expected to obtain. President Palma has granted the petition of the union of manufacturers to allow it to have a stamp with the Cuban coat of arms put on each box of cigars exported from the Island of Cuba, and this will be a guarantee to the smoker that each box contains legitimate Havana cigars made in Cuba. Any falsification of this stamp will be punishable the same as counterfeiting the United States Government stamp.

H. Upmann & Co. shipped 700,000 cigars last week, and are working with full forces in their factory, and orders are coming in by cable and mail with regularity. The same story, with slight changes, is told by Cifuentes, Fernandez & Co., of the Partagas factory; Behrens & Co., of the Sol; Rabell, Costa, Vales & Co., of the Ramon Allones and Cruz Roja; J. F. Rocha & Co., of the Crepusculo and Neno and Jefferson; Enrique Dorado & Co., of El Rico Habano, and Remigio Lopez y Hermano, of Le mas Fermosa and Magnetica de Cuba.

Buying, Selling and Other Notes of Interest.

John N. Kolb and Ramon Fernandez tarried only one week here, but as they knew exactly what they wanted it was sufficient time to select and examine 1700 bales of choice leaf for the Theobald & Oppenheimer Company, of Tampa.

Jorge P. Castaneda had a banner week, as they traded in 1000 bales of Vuelta Abajo, 300 of Partido and 500 of old Remedios. Their plantings in the Tumbadero district are growing finely.

A. Santaella is still here and has not stopped purchasing of the best vegas of Vuelta Abajo (tierra llana) district.

Sobrinos de A Gonzalez delivered 1750 bales of Remedios and Vuelta Abajo.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62,
P. O. Box 397. Cable: HIMML. Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

but have several large-sized operations still pending, subject to a slight difference in price, as well as to registering the bales.

Mat. Wengler left well pleased with the results of his prolonged stay here. He was very careful in taking only the best (tierra llana) Vuelta Abajo vegas of the highest aroma for his firm of Wengler & Mandell, Chicago, and price was only of a secondary consideration. He bought in all 850 bales.

M. Garcia Pulido sold 818 bales of Vuelta Abajo.

H. Upmann & Co. purchased 1500 bales for export for their various customers last week.

Aixala & Co. disposed of 632 bales of Vuelta Abajo.

Frank Dominguez, who left here last week, was kept busy up to the last moment, but unfortunately your correspondent could not learn the exact total of his purchases, although that they were heavy there is no doubt, and there is no doubt either that E. A. Calves & Co. have secured the best goods.

Suarez Hnos. closed out 600 bales of Vuelta Abajo.

Garcia, Vega & Carcaba were buyers of 500 bales of choice Vuelta Abajo leaf through their P. F. Carcaba's presence here.

Jose Menendez turned over 560 bales of Vuelta Abajo and Partido. He has set out over 1,000,000 seedlings upon his farm, La Serafina, in the Partido district, and they are growing splendidly.

Muniz Hnos. y Co. were sellers to the extent of 550 bales of Vuelta Abajo and Remedios.

Salvador Rodriguez, of "Charles the Great" fame, is looking over our market to supply his factory with choice Vuelta Abajo leaf, and has made a beginning already.

Loeb-Nunez Havana Company sold 1400 bales of Remedios and Vuelta Abajo last week.

Garcia & Co. are always in the swim, although Don Manuel Garcia is averse to giving any information about the doings of his house.

Antonio Suarez kept up his activity by turning over 400 bales of Vuelta Abajo.

Joaquin Hedesa was busy, but the number of bales traded in could not be learned.

Jose F. Rocha disposed of 250 bales of Vuelta Abajo.

Voneiff and Vidal Cruz have several trades pending yet.

Sobrinos de V. Diaz sold 200 bales of Remedios.

Rabell, Costa & Co. are holders of very choice vegas from the Vuelta Abajo, and their prices are quite moderate. They closed one transaction of 168 bales last week.

Leonard Friend and E. Weil have been going over our market carefully, and have also gone to the country, securing quite a number of fine vegas at the right prices.

Receipts From the Country

	Week Ending Nov. 12. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,106	225,349
Semi Vuelta	857	19,656
Partido	1,568	56,115
Matanzas	—	201
S. Clara & Remedios	2 317	69,678
Santiago de Cuba	—	616
Total	7,848	371,615

PATENTS RELATING to TOBACCO, Etc.

775,148 Machine for making boxes from paper and for filling same with cigarettes, etc.; Edward T. Pollard, London, England.

775,259 Tobacco pouch; Omer Van Cole, Cripple Creek, Col.

Boston Trade About the Same.

Manufacturers Haven't a Kick, But the Dealers Say Business is Slow.

Boston, Mass., Nov. 21.

Business has continued unchanged with most of the trade during the past week. The cigar manufacturers appear to be fairly busy, but the retailers have been complaining that business is not what it should be for this time of the year.

The jobbers have been putting in a nice line of pipes; also an assortment of cigars packed in twentys and fortys in anticipation of a good holiday trade. The circular received here by jobbers from the American Tobacco Co., removing the price limit by cutting off the 3 per cent. formerly paid to them at the end of each month and practically placing their goods on the open market, has caused quite a stir here and the retailers are under the impression that there will be a great deal of slashing in prices to their ultimate benefit.

Victor Shepherd, formerly with the American Tobacco Co., is now here representing the Khedival Co., and is painting advs. of Turkish Delights and the Duke of York cigarettes on the retailers' windows.

Mr. Benheim, representing the Metropolitan Tobacco Company, New York, was here all week showing his firm's line of pipe samples, and booked some nice orders.

A representative of the Manhattan Briar Pipe Co., New York, was here this week offering tobacconists a deal whereby with every 50c. worth of pipes purchased the dealer is allowed 3c. a pound off the price on Duke's Mixture. It is said that the company is controlled by the tobacco trust.

D. Bendetson, of 363 Hanover street, reports a good jobbing business for the past month. Nathaniel Dane, who is the head salesman, is quite a hustler, and it is believed he will soon become a silent partner in the firm.

Sam Katz, of the Penn Cigar Co., of York, Pa., spent a few days here and sold a few big bills.

On or about December 12, the Commonwealth Cigar Co. will open an elegant cigar store in the Hemmenway building, Tremont and Court streets. This firm is distributer here for the Preacher cigar, made by L. Ash & Co., New York.

Rosenthal Bros., 230 Hanover street, have started to make repairs on their store, which when finished will be one of the finest cigar stores on Hanover street.

F. Hirsch & Son, leaf dealers, have filed a petition in voluntary bankruptcy.

C. D. Newton, who for the past twenty years has been connected as salesman with L. W. Scott & Co., Havana importers, committed suicide by drowning last Friday.

Anselo Martin, with C. Hansburger & Co., New York, has been here showing some of his firm's holdings of the 1904 crop Remedios.

The Turco American Tobacco Co.'s five cent cigarette, Omega, is enjoying a good sale here as are "Leroy" and "Puritan," little cigars manufactured by L. Miller & Sons, New York.

J. Wilensky has opened a new cigar store at 236 Washington street.

Frank Pike, with the Globe Tobacco Co., Detroit, Mich., is calling on the trade showing samples of the Duke of York granulated smoking tobacco.

Ed. Leader with Lewis & Allen Co., has left for a brief trip to Providence, R. I.

BEN ALI.

FROM THE ROAD TO THE COUNTER

Joseph Weill, of San Francisco, Cal., has purchased the cigar store of W. R. Wright, at 2130 Centre street, Berkeley, Cal. Mr. Weill has been for many years a commercial man on the road, from which he is retiring. He will make many improvements to the establishment and conduct it on first-class lines.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

H. SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET, NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Cor.]

New York, Nov. 21, 1904.

"Just watch the United Cigar Stores Co. grow," said a well known New York jobber to me this week. "I declare these stores are more like mushrooms the way they spring up than anything else I can think of. Everytime I look out my room window in the mornings now, I half expect to see one of the familiar stores opposite.

"Lots of people," continued the jobber, "think the fact that the company paid their dividend is pretty fair evidence that the scheme is a success. I do know that the man who is running it is a good man and a hustler. George J. Whelan started in a small way and he has only his own efforts to thank for his present position as president of the United Stores Co. I've watched him for a good while.

"He wasn't much more than a kid when he rented the stand in the Hotel Yates, in Syracuse, and he was still not much more than a kid when it got to be one of the best stands around. He was mighty full of ambition, that boy was, and he succeeded in building up a fine box trade in high grade imported goods. In a little while he opened a big retail store, afterward a jobbing house, and finally got a factory started.

"He began to get hold of the best part of New York State and I guess it was about this time that the chain store idea began to buzz in his head. The right people were interested and a store was opened down on Nausau street this city. It seemed to go, and a whole lot more were put into commission. You know the rest."

• • •

Considerable local interest has been aroused this week over the Exposition which the independents of your city are going to hold next month. R. E. Powell, the committee's representative is in town and is getting a good response from the manufacturers. He has already considerably increased the list of exhibits and says he is not nearly through yet. The New York and Tobacco Dealers' Association is much interested in the coming exposition and will be well represented in Philadelphia during the week.

• • •

Some of the older men in the trade will remember John Anderson, millionaire tobacconist, of New York, who died a little more than twenty years ago in Paris. The magnate and his autocratic career are recalled by the death of James Stanley Connor, a sculptor in Florence, Italy. Connor was the son of Kate and James Connor, the latter of whom after her husband's death lived with Anderson as his wife until his death, and was one of the principal legatees, obtaining her bequest after a bitter and lengthy fight in the courts.

Mrs. Connor, or Mrs Anderson as she came to be called, although there was never any marriage, died a few years ago up in New England. Her affair with the millionaire tobacconist was quite romantic and aside from the moral issue involved, the two remained "faithful unto death."

The woman had been an actress and she and her husband kept a New York theatrical agency until his death when she opened a small cigar store in Houston street near Broadway. At this time her son James Stanley was not much more than a baby. John Anderson happened to stop in the store for some of his own tobacco one day and promptly fell in love with the handsome widow. Carrying things with a high hand, in less than six months he shipped his own wife south and brought the complaisant widow into his Fifth avenue mansion. Mrs. Anderson stayed away until she died about five years later.

Of course the Connor boy went with his mother until he was about seven years old, when Felix McCloskey, a business partner of Anderson, took charge of the boy and had him educated, later sending him abroad to live, at Anderson's expense, where he became a sculptor.

Anderson never lost any of his passion for his left-handed wife and although he never considered a ceremony necessary, permitted strangers to consider her his lawful spouse.

• • •

John W. Surbrug, of the Surbrug Co., is hurrying through the South on a wind-up trip for the compay. He will also get a little way into the West, and it will be four or five weeks before he gets back.

• • •

The Cremo department of the American Cigar Co. is now in charge of W. D. Franklin, of St. Louis. Mr. Franklin, who has had a thorough experience in the trade, has until recently looked after the American Tobacco Company's affairs in Missouri.

• • •

The United Cigar Stores Co. has appointed D. Rosenfeld general superintendent of all the stores operated by the company. Mr Rosenfeld has been local superintendent for the company and the new appointment is a considerable promotion which none of his many friends begrudge him.

• • •

Fred Freese is back from his Western trip and says business was very much to the mustard.

• • •

Abelino Pazos, of A. Pazos & Co., is in Havana getting a line on what his country buyers have been doing.

• • •

The cigar stand run by F. M. Nivers, at 78 Broad street, has been bought by L. Adams, who has had considerable

A. D. Killheffer,
Millersville,
Penna.

Manufacturer of
High Grade
Cigars

Warranted
HAVANA FILLER
and
Free from Flavoring

PATRICK GORDON—Territory given good distributors everywhere.

MAY PRIZE—J. H. DOYLE, Burlington, N. J., Sole Distributor.

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office; U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBERER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Quite a number of the mail order people have hit on the Argosy as a good advertising medium for their lines, and the United Co. has a page in this publication. The Argosy is a story magazine of the "popular" order and makes no literary pretensions, and although it does not print as much advertising as the majority of the other magazines, these ads will go straight to the sort of people wanted.

In the Christmas Argosy the La Reclama Cuban Factory, 1880 First avenue, N. Y., advertises its Resagos Havana Cigars, fifty of which, 5 inch size, they offer to send to the consumer express prepaid, on no preliminary conditions whatever for a trial. If the customer likes the smoke, he sends $2 for the 50. The ad. is accompanied by testimonials.

John B. Rogers & Co., of Binghamton, N. Y., also appear in the advertisement columns, but they are among the old-timers. The F. R. Penn Tobacco Co., Reidsville, N. C., is another advertiser for a quarter of a page, offering Gold Crumbs smoking tobacco, although this company is willing to do business through the regular dealer.

Herbert D. Shivers, of Philadelphia, advertises his Panetelas for which he asks $5 a hundred, sending them on ten days trial. The United Cigar Stores Co. has an attractive ad. with cuts, in which they boom their boxes of samples and tell consumers to write for a "cigar book."

Beside the United Co's two pages in Everybody's, Ali Osman, 150 Fifth avenue, advertises 100 cigarettes for $2, with initials printed in any color, cork tip or plain, ordinary or ladies' size. Raubitschek Bros., of Pittsburg, advertise their Wabash Special, Pittsburg Stogies, box of 100 for $2, the La Reclama people have a page, and Shiver's ad. appears also.

The "Sportsman's" Pipe Co., of New York, advertises its Bowly Base Burning Pipe for 75 cents, $1 and $1.25 in the Metropolitan, and various other ads. appear in the other magazines. Around Christmas these concerns can count on considerable business but it is probable that the mail order market will soon become so crowded that it will get to be a case of the survival of the fittest.

experience in this line and has improved the appearance of the store very much.

• • •

Charles S. Morris wont be allowed to rest up at home for some time to come. As mentioned last week, he had just got home from a four month's trip through the West and is now traveling through the East in connection with the holiday trade.

• • •

Samuel H. Harris, one of the Khedival Co.'s Western representatives, is back from a recent trip and says things are all right.

• • •

The Waldorf-Astoria Segar Co. has put a new brand of tobacco on the market which is registered as Waldoria. It is packed in the usual sizes and comes as Exclusive Smoking Mixture, Plug, Granulated and Extra Bright.

BUCK.

MANY SELL CIGARS BY MAIL.

Great Increase of Advertising By New Mail Order Concerns.

The mail order business is getting to be a considerable element in the cigar and tobacco trade, and one which sooner or later will have to be taken into serious consideration by the more conservative manufacturers and jobbers. The favorite hunting ground of the concerns is the monthly popular magazine, and each new issue is apt to exploit one or two new concerns.

Since the ingenious catch phrase "Save the Middleman's Profit" was invented, it and its variations have been pushed before the eyes of the reading public until some consumers must be gaining the impression that a jobber is nothing but a bandit in the disguise of civilized clothing.

The mail order concerns are well represented in the advertising pages of the Christmas magazines most of which are out, and an idea of the way this form of trading is on the boom, may be gotten from the fact that the United Cigar Stores Co. which is one of the latest and biggest companies to enter this field, has two full pages in Everybody's Magazine, nearly one page of which is occupied by cuts of the cigars offered for sale.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

L. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

MUSTN'T SELL TO MINORS IN OHIO.

W. C. T. U. is Getting Hot Foot After Offending Dealers.

Cincinnati, O., Nov. 22. 1904.

Brought to court through the determination of prominent W. C. T. U. workers to prevent the sale of cigarettes to minors, Thomas Simpson, proprietor of a cigar store at 4200 Hamilton avenue, and August Weisbrodt, who conducts a drug store at Chase and Hamilton avenues, were each fined $25 and costs in Police Court last Saturday, which were later remitted.

One of the members of the association found that her son, 13 years old, had been smoking cigarettes, and confiscated the remainder of a package she found in his pocket. She had the boy go to Simpson's and Weisbrodt's and bring more cigarettes while she and other W. C. T. U. workers stood on the outside and watched. Weisbrodt admitted he had sold to minors, but said they all declared the cigarettes were for older people. Simpson pleaded not guilty. It is said that the prosecutions constituted only the firing of first guns in a war against selling to minors to be waged by the local W. C. T. U.

For the first time in a long period no public cigar leaf sales were held at the local warehouses last Saturday. Stocks are low and buyers are proceeding slowly.

The local burley leaf market is in an unsatisfactory condition, according to the views of the trade. Offerings at the past two weeks sales have been out of stocks purchased on speculation last summer when a boom market was experienced, and since held for advanced figures. It is a doubtful proposition if the holders have realized anything on their venture, when storage and insurance charges have been deducted, and in view of the exceedingly good quality of the 1904 crop, now about to come on the market, it is not likely that the old crop will record any further advances.

The buyers of the tobacco combine in the Cincinnati market are taking things easy in pursuance of instructions from headquarters. Usually they take in the greater portion of offerings at the burley leaf sales but lately they have been in the market only for small lots of inferior types under 6½c.

F. H. Berning & Son, cigar manufacturers at 331 Main street, suffered $10,000 loss through fire and water damage last Sunday. A member of the firm stated that they were fully insured and business would suffer no interruptions.

According to Sid. Patterson, manager of the Ironton Stogie Co., a new concern at Ironton, business with them is all that could be desired.

Last week at Lima the police authorities ordered the removal of slot machines from all cigar and drug stores and saloons. A concerted movement on the part of the business people to have the machines reinstated is to be made. The cigar dealers say that they especially are hard hit by the police's edict.

Affairs at the new Apollo store, on Walnut near Fifth street, are in tip top shape, says Manager Fred Plohr. They have recently put in a line of pipes.

The building inspector of Toledo has ordered the removal of a glass transparency sign in front of a cigar store at 706 Jefferson avenue. This action was taken by the inspector because of pedestrians. It is hinted that other signs of a similar kind will shortly be ordered removed.

John Henry Lamke, one of the best known manufacturers in the State, died of dropsy at his home in Hamilton, on November 15, aged 53 years. Mr. Lamke was born in Germany and had been in Hamilton for 23 years. For many years he was employed by the late Peter Metzler. After the death of Mr. Metzler Mr. Lamke started a cigar factory of his own. A widow and five daughters survive him.

Joseph B. Stewart who has been connected with the tobacco epartment of Bissman & Co., of Mansfield, for a number of years, has resigned to accept the position of manager in Ozier's cigar store in the same city. He has been succeeded at Bissman's by Harry Jordon, formerly in business on his own account at Attica.

READING CIGAR TRADE GOOD.

Several Changes in the Location of Business Houses.

Reading, Pa., Nov. 21.

The cigar trade here is in a prosperous condition at present, and many of the factories are rushing goods out with all possible speed.

J. L. & M. F. Greene have vacated their old quarters at 538 Franklin street and have opened an office and sample room on North Fourth street. All goods have been stored in warehouses outside, and I am informed that the stock will be sold out as rapidly as possible.

Gumpert Bros. have leased the building at 538 Franklin street, formerly occupied by J. L. & M. F. Greene, and will use it as a storage warehouse and stripping department.

Internal revenue officials have shown unusual activity in this vicinity for several weeks past, and as a result about twenty-six manufacturers and dealers were called to the front, some having had several charges preferred against them by an inspector who was here for some days. Among the charges are such things as having in their possession empty cigar boxes with stamps uncancelled, or having removed from factory to retail department cigars not stamped and canceled, or charges of having refilled sample boxes, or of not having made daily entries in the revenue book, or of having removed from a manufacturing department to another room for packing by taking same through a retail department in which pool and billiard tables were also kept, etc.

The trade has become thoroughly aroused to the situation, and is beginning to realize what a thorough shaking up there has been among them.

There have been three separate charges made against one manufacturer, but it is believed that there is a possibility of a compromise settlement.

The Eureka Sign Company, formerly located at 114 Penn street, has removed to Pittsburg, which was the original home of W. J. Bailey, the manager.

Charles Ream has removed his cigar factory from Chestnut street to 411 Washington street.

It is reported that the American Leaf Tobacco Company, at Fifth and Washington streets, will close out its leaf tobacco business, and that a cigar factory will be opened on the premises. Daniel Smith, who has been with the company since it commenced business here several months ago, is to be the superintendent of the new cigar factory.

At Moore's Smoke House, at Fifth and Penn streets, a special window display was made last week on Otto Eisenlohr & Bro's. "Cinco" cigars.

C. W. Potteiger, at Sixth and Washington streets, has received the local distribution agency of the Quatility cigars made by the Theobald & Oppenheimer Company, of Philadelphia, and for which the United News Company is the general agent.

Established 1881 Incorporated 1902

THE

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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In all countries of the Postal Union, **$2.00** per year, postage prepaid.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, NOV. 23, 1904.

WHERE ARE THE JOBBERS "AT"?

The pithy little circulars which the American Tobacco Co. has a habit of sending to the jobbers who distribute its goods, have been of a tenor lately which is nothing if not disconcerting. Life is getting entirely too strenuous for a good many of the jobbers, and lots of them are at present figuring on how they are expected to come out alive from this last reduction.

Two per cent for cash doesn't seem to cut much ice when delivery must be considered and it is certainly evident that no jobbing house can long afford to cut under this for any 5 per cent. unless it has mighty good backing.

Jobbers who claim to know, sniff at the idea of the trust backing a certain firm which has been doing this, and predict either a crash or a speedy cessation of the methods. Unless three or four of the big jobbers get together and cut the market in order to corral it and drive all the small fish out, the general opinion is that there will be very little doing in the cutting line from now until the next entertaining circular from that kindly octopus, the American Tobacco Co.

THE WORLD'S FAIR TANGLE.

It is rather painful to have to print the news of the trouble over awards at the St. Louis Exposition in a continuous installment, but the news continues to develop and so must be published.

Why on earth the National Commissioners and the Fair officials cannot come to some satisfactory understanding, if only to save their face, is not clear, but it is clear that the winning exhibitors are not at all infatuated with the way things have been run.

A firm makes its exhibit, complies with all conditons and receives as good as an assurance that it has gotten a prize. Naturally it wants to reap the reward by an immediate publicity, and it will take considerably more than the "You mustn't's" of the Fair officials to deter them. As a matter of fact, the majority of the exhibitors made immediate announcement of their good fortune as soon as they learned of it, and were inclined to give the reproving officials the laugh.

Indeed this seems to constitute a way in which the affair might be considered as settled. Let the exhibitors advertise their awards per the orlginal announcement and then let the post mortem scrapping go on as long as is desired by the contestants.

THE Exposition Committee of the Retail Cigar and Tobacco Dealers' Association of Philadelphia have practically all their plans perfected for the Exposition during the week of December 12, the tickets for the affair have been distributed among the dealers and almost the next step is the arrangement of Horticultural Hall, which will present quite as attractive an appearance as has been the case with exhibitions of other nature, and by excellent music will be made doubly entertaining to the casual consumer.

To Mr. R. W. Bock and his assistants on the Committee much credit is due, for these gentlemen have worked hard against considerable odds. Now that their reward is in sight they can breathe easier, but it will be some weeks yet before they will be able to heave the final sigh, and wash up and put on their coats.

TURN ABOUT IS FAIR PLAY.

Apropos of the methods of some of the mail order concerns which on account of the keen competition, are eager to stimulate trade in all sorts of ways, a British paper prints the following amusing story: "A German physician not long ago received through the mail a box containing 150 cigars with a bill for about $3.75. The enterprising tradesman who forwarded the goods sent an explanatory letter to the following effect:

"Although you have not ordered these cigars, I take the liberty of sending them, feeling sure that you will find them excellent.'

"The doctor tried the cigars, and, finding them to his taste, smoked them with a contented conscience. When he had finished the box he sent the tobacconist five prescriptions at 75 cents each, with the following letter: 'Although you have not asked for professional advice, I take the liberty of sending you these prescriptions, feeling sure you will find them excellent.'

"What the worthy tradesman said is not stated, but probably the recording angel had some heavy entries to make on the debit side of his account."

American Tobacco Co. Knocks Off the Three Per Cent. on the Invoice.

Philadelphia jobbers are doing considerable guessing these days over the series of announcements which the American Tobacco Co. is handing out in circular form, but there is a general feeling that with Monday's circular, the end has been reached, at least for a time. This last circular reads as follows:

To our customers: This is to advise that the offer contained in our circular dated November 12, 1904, of an allowance of 3 per cent, from the face of invoice on our shipments to you of plug cuts, long cuts, fine cuts, little cigars and cigarettes manufactured by the company is hereby canceled and withdrawn, effective at the close of business November 19, 1904. All orders subject to acceptance by our New York office. No representative or employe of this company has any authority to change any circular, letter or price list issued by this company.

As stated last week, the announcement effective November 12, which removed the 3 per cent. clause on a restriction basis and offered it on the face of the invoice, seemed too good to be true, and jobbers were not altogether surprised to receive the notice of its abolishment al together it had evidently been the purpose of the American Tobacco Co. to break it gently.

Goods now sell at 38 less 2 per cent. instead of less 5 per cent. as under the circular of November 12, and jobbers haven't succeeded in figuring out yet, just how they are going to make any money under the new basis.

One good result to be considered, is the fact that unless the American Tobacco Co. expressly designates certain jobbers in this city as its agents, by allowing them to undersell the market, there will be mighty little cutting done. There seems to be absolutely no way to help the situation so far as the reduction in jobbers' prices is concerned, inasmuch as they are in a position simply to take what comes.

During last week the Penn Tobacco Co. offered a discount on practically all brands and inasmuch as the company would make no explanatory statement as to how it was able to do it or whether it would continue indefinitely in face of the last cut, other jobbers are taking it out in thinking.

The Continental Tobacco Co. closed its headquarters at 14 South Third street on Saturday and moved its entire office equipment to Jersey City, although this is not considered particularly significant as a number of branch offices in other cities have been called in since the merger. The Continental Co. had an office in the Odd Fellows' Temple until recently but also vacated that.

One prominent jobber stated yesterday that he had no doubt that the last circular would be final and that it affected all jobbers in the city. "I don't believe for a moment that the trust is back of the Penn Tobacco Co. in any cuts that it makes, or any other local firm of jobbers. They do it on their own hook and responsibility. As far as the 2 per cent. for cash is concerned, it costs us more than that for delivery and so far as I can see we'll have to do business at an actual loss."

TOBACCO REVENUE FOR OCTOBER.

Returns Again Show a Falling Off in Output of Cigars, Cigarettes and Snuff, but a Slight Increase in Chewing and Smoking Tobacco.

The Internal Revenue returns for the month of October, which have just been officially announced, show a decrease in the output of cigars as compared with the same month of 1903, as well as in comparison with the preceding month of the present year. The same is true of cigarettes and snuff, and in manufactured tobacco alone is there a fair increase shown. The total amount of revenue collected during October, 1904, on the various tobacco products were as follows:

	Oct. 1903	Oct 1904		
Cigars,	$1,917,786.19	$1,818,173.68	Decrease	99,612,51
Cigarettes,	306,382.47	263,183.48	"	63,198.99
Snuff,	117,393.86	116,778.43	"	615.43
Tobacco,	1,637,468.52	1,671,754.90	Increase	34,286.38
Total,	$3,979,031.04	$3,869,390.49	Decrease	$109,140.55

In figures, the comparative output for the month was as follows:

		Oct. 1903	Oct. 1904		
Cigars,	No,	528,570,965	594,896,187	Decrease,	33,674,778
Little Cigars,	No.	59,395,000	62,000,000	Increase,	2,605,000
Cigarettes,	No.	304,573,440	266,607,400	Decrease,	37,966,040
Snuff,	Lbs.	1,956,565	1,946,307	Decrease,	10,258
Tobacco,	Lbs.	27,291,140	27,862,582	Increase,	571,442

In comparison with the month of September, 1904, the figures are as follows:

		Sept. 1904	Oct. 1904		
Cigars,	No.	598,338,110	594,896,187	Decrease,	3,441,923
Little Cigars,	No.	58,416,926	62,000,000	Increase,	3,583,074
Cigarettes,	No.	278,602,977	266,607,400	Decrease,	11,695,577
Snuff,	Lbs.	1,734,371	1,946,307	Increase.	211,936
Tobacco,	Lbs.	29,528,619	27,862,582	Increase,	1,666,037

—George T. O'Keefe, the Fourth street dealer is putting out a large number of Marcello cigars this week, which are made in a new size and which Mr. O'Keefe advertises as Marcello Blunts. The cigars go out at three for a quarter, or $7.50 a hundred.

—Attention is called to the very large line of Sumatra tobacco, all importations of Dohan & Tait of this city as per their special announcement on page 10 of this issue, and from which it will be seen that they are offering some of the most desirable makes obtainable.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

OUR TWO BIG SELLERS

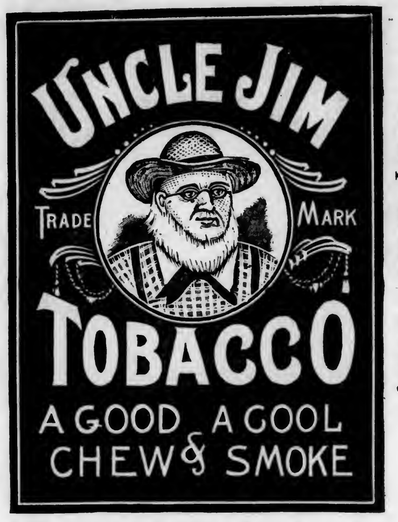
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

Union-Made.

None Genuine Without Signature.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

R. E. REIBER,

Newmanstown, Penna.

Manufacturer of

Fine Havana and Seed CIGARS

OUR LEADER IN NICKEL GOODS IS

SPECIALLY GOOD VALUE.

SAMPLES SENT TO RELIABLE PEOPLE ON REQUEST

Correspondence with Jobbers and Wholesale Dealers solicited.

Private Brands Made to Order.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

Winner Again!

Other People Handle

3-I-C SPECIAL CIGARS

Why Not You?

Let us send you a Sample and Price.

Drop a postal card, and let us tell you our story.

PHARES W. FRY,

Lancaster, Pa.

The Porto Rico Cigar Company

MANUFACTURERS OF

High and Medium Grades of

DOMESTIC CIGARS

Some of our brands that won a **Silver Medal** at the World's Fair in St. Louis:

Major Paul, Asteria, King Leo Crooks,
Gallant Knight, Ognette, Flor de Royal Crooks.

Capacity, Thirty Thousand per Day.

Red Lion, Pa.

Correspondence with the Wholesale and Jobbing Trade Only Invited.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco

ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.

Warehouses---West Milton, O.
Branch---Yorkshire, O.

Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

W. R. COOPER. United 'Phones. N. D. ALEXANDER.

W. R. COOPER & CO.
PACKERS of
and DEALERS in
LEAF TOBACCOS
OUR SPECIALTY:
Penna. B's and Tops
All Our Own Packings of
Domestic CIGAR LEAF Tobaccos
201 & 203 North Duke St.
LANCASTER, PA.

HAVE YOU SEEN OUR

Fine Old Connecticut—Wrappers and Binders. 1903 goods of the finest quality, in natural sweat
Penna. Broad Leaf, 1902—The finest B's.
Old Penna. Havana Seed, 1900 Crop
A General Line of Ohio Tobacco
Havana in Excellent Assortment—Bale lots a specialty
Sumatra in Large Variety—Light, Medium, First and Second Sizes.

We do not expect everyone to buy, but many surely would if they saw these goods and knew our prices.

VELENCHIK BROS.,

Dealers in Leaf Tobacco,

134 North Third St., Philadelphia,

Correspondence and Mail Orders Receive Prompt Attention.

Philadelphia Tobacco Trade.

RETAIL DEALERS' ASSO. MEETS.

The regular monthly meeting of the Philadelphia Cigar and Tobacco Dealers' Association was held last night at the headquarters, Thirteenth and Arch streets, the change of date having been made on account of the fact that the regular evening, Thursday will fall on Thanksgiving.

The most important feature of the meeting was the report of the Exposition Committee, of which R. W. Bock is chairman, which entered reports showing that the Exposition will be an assured success. The dealers present each received their share of tickets.

James I. Hassan was appointed chairman of the meeting in view of the absence of ranking officers. Mr. Bock presented a letter of endorsement of the Exposition from the Trades League of Philadelphia, and also read a letter from John Landstreet, President of the Independent Tobacco Manufacturers' Association and the Independent Manufacturers' League, asking if there would be room for the two organizations to hold meetings during the week of Dec. 12. A unanimous vote was taken inviting the associations.

It was announced that a delegation from New York, headed by Robert E. Lane will visit the Exposition on one day of the week. The officers of the local association were greatly gratified at the large attendance last night. Following is the letter from the Trades League:

"At a meeting of the Committee on Municipal Affairs of this organization held on Monday the following resolutions were unanimously adopted:

"Whereas, The Trades League of Philadelphia has learned with interest that it is proposed by the Retail Cigar and Tobacco Dealers' Association of this city to hold an exhibition of cigars, etc., at Horticultural Hall in December next, and

"Whereas, We believe that such exhibitions bring together a large number of strangers from different parts of the country and thus make known to them the advantages and beauties of our city, therefore be it

"Resolved, That this organization commends this proposed exhibition and trusts it may be in every respect successful.

W. W. SUPPLEE, Prest.
N. B. KELLY, Secy."

Gresh Estate $500,000.

The will of W. K. Gresh, the well known cigar manufacturer, of Norristown, who was killed a short time ago by being knocked down by a wagon, has been probated. Mr. Gresh left $1,000 to the Trinity Reformed Church, of Norristown, and $500 each to the Orphan's Home at Womelsdorf and the Foreign Missions of the Reformed Church. The wife and children of the deceased received the remainder of the estate which is valued at $500,000.

I. LIBERMAN DIES SUDDENLY.

Isadore Liberman, head of the Liberman Manufacturing Co., 240-42 North Third street, died suddenly at 5 o'clock Tuesday morning, at the Presbyterian Hospital where he had undergone an operation on Sunday. The death was extremely sudden as Mr. Liberman had been considered to be doing well.

The operation was the result of a fracture of the leg which occurred on board the Zeeland, in February, when Mr. Liberman was on his way to Europe. The accident detained the manufacturer in an Antwerp hospital for four months and even then the bones did not set well and gave Mr. Liberman so much trouble that an operation was considered advisable.

This was performed on Sunday, and the patient rallied so well that it was thought he would make a speedy recovery. Just before 5 o'clock yesterday morning he sank suddenly and passed away.

Isadore Liberman was born in Russia 37 years ago and came to this country when he was fifteen years old. He learned his trade as a cigarmaker, coming to Philadelphia 17 years ago. He invented the Liberman cigar machine and founded the Liberman Manufacturing Co., of which his brother Bernard is a member.

He was well known in the Philadelphia trade and the news of his sudden death came as a great shock. He is survived by a wife and two children.

The funeral services will take place at 10 o'clock on Friday morning, the Rev. Dr. Krauskopf officiating, at the late residence, 2207 North Eighteenth street. Interment will be made in Adath Jeshuron Cemetery.

With Manufacturers and Jobbers.

Chas. Kors, of the Vicente Portuondo Co. is back from his New England trip and says that while business is slowing up a little now, everything looks good for after the first of the year.

F. N. Tschudi, the Southwestern representative of Vetterlein Bros., is about again after a serious illness at his home in Kansas City.

J. N. Kolb, manager for the Theobold & Oppenheimer Co., is back from a brief visit to Cuba, where he went to look things over and buy for the firm.

Bayuk Bros. are making preparations to move their plant to their new quarters which will be accomplished next month, so that the company will be comfortably installed by the first of the year. The new address has been selected but cannot yet be given. Business with this firm is very good, trade in the West being particularly satisfactory.

The announcements of the El Draco Cigar Manufacturing Company which are appearing in these columns, are attracting considerable notice, particularly in view of the fact that the cigars have met with a hearty welcome in the local market which is conceded to be among the most critical, and that if any brands meet with favor in Philadelphia they will

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTEKIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade Union Made
Cigars
"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

go anywhere. Hence the unqualfied success of the El Rutherford and Hunter brands is an assured fact.

Leaf Dealers' Jottings.

S. Weinberg reports an exceptionally active week last week in Sumatra tobaccos, the largest week's business in fact, that he has had in Sumatra tobacco since he entered the leaf business more than four yea.s ago.

CROOKS WORKING IN NEW YORK.

Telephone Fraudulent Orders to Tobacco and Cigar Jobbers.

New York, Nov. 22, 1904.

Quite a number of jobbers have received orders for cigars and tobacco during the last few days which on investigation proved to be fraudulent. The swindlers give the names of Park & Tilford, Acker, Merrall & Condit Co., etc., and order one thousand or two thousand boxes of a particular brand of cigars or cigarettes, with the added information that the ordering firm will send a messenger or one of its wagons and take the goods.

A number of distributors have accepted these fake orders and in some cases there has been no knowledge that the order was a fraud until the bill was returned asking for an explanation. In other instances the first knowledge that the order is not genuine is the discovery of goods selling under price. Investigation discloses the fact that the goods were obtained from a stranger at a low figure, and a comparison of dates shows that a telephone order and the sale at reduced prices are coincident. One jobber was victimized twice in the same day.

CIGAR INDIAN PIONEER IS DEAD.

He was James J. Lynch, Best Known Character in Milwaukee Trade.

Milwaukee, Nov. 19.

James J. Lynch, who bought the first cigar store Indian in Milwaukee, died last week, and the most unique character in the cigar and tobacco industry in the city, is gone. His place on East Water street was the forum where many distinguished men gathered to discuss topical questions, and every night in the year, from 1875 until a few days before his death, Mr. Lynch was on hand to take part in the conversation.

Among the well known men who were habitues of the place were Sir Thomas Shaughnessy, president of the Canadian Pacific Railway System, who was a Milwaukeean; Joseph G. Donnelly, former consul-general to Mexico; Fire Chief Foley, one of the world's greatest fire fighters, who was killed in Milwaukee a year ago; Gov. Peck; Ex-Gov. Scofield; Patrick Donnelly, one of the State's foremost noted scientist, who never smoked in his life, but who was the leader in the discussions, and a dozen men of local reputation.

Ex-Consul General Donnelly, speaking of Mr. Lynch, said:

"He was beloved and respected by every one. He was absolutely honest. He had rare wit and though it ran rather to irony, it was not the malicious kind.

"Forty years ago Jim had the first wooden Indian for a cigar sign that appeared in Milwaukee. It was a good Indian and attracted a great amount of attention. It was Jim's tender spot. He thought a great deal of that Indian and resented any allusion to it that was not respectful." ANDERSON.

JOTTINGS FROM LEBANON.

Manufacturers Report Prospects to be Very Good.

Lebanon, Pa., Nov. 22.

The Justice Cigar Co., which operates the largest factory here is having a good business and reports the trade outlook for 1905 as very satisfactory.

H. C. Long & Co. will open a new factory at the corner of Maple and Plum streets on Monday next, with a full force of hands, and are commencing under excellent prospects. Their leading brands are the Lamona in 5c goods and Mona in 10 cent.

The Lebanon Cigar Manufacturing Co. recently took possession of a new factory at Twelfth and Brandywine streets. They are very busy at present and regard the outlook very bright for a long continuance.

M. E. Burger is working quite actively on his Schuylkill Valley brand of 5c goods and his trade is steadily increasing.

H. A. Wolf is busy with a number of large orders on hand. His efforts are directed largely to the Lady Revelle brand of nickel goods. ROLYAT.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

SALESMAN, with established trade in Pennsylvania, is open to engagement with first-class leaf house carrying a full line of goods. Address SALESMAN, Box 126, care of Tobacco World. 11-16-r

WANTED—Cigar Broker for Washington and the South, by established Union Factory in Pennsylvania. Address Box 129, care of The Tobacco World, Phila. 10-26-r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

WANTED—An Experienced Foreman on medium and high-grade cigars, for a large Western factory. Address A, Box 124, care of Tobacco World. 11-23a

SALESMAN WANTED—With established trade, by House handling full line of leaf tobacco. Address Box 125, care of The Tobacco World, Phila. 7t

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

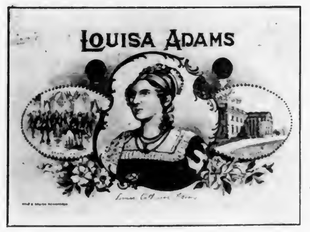
The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

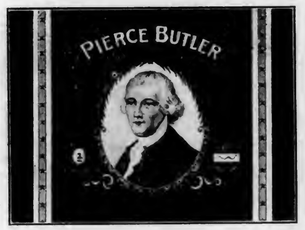
P. C. SHAW,
Manufacturer of
FINE and MEDIUM CIGARS

Dallastown,
Penna.

SPECIAL BRANDS:
GEORGE F. NASH, JOHN SELDEN,
GOV. THOMAS HUTCHINSON,
BEN DE BAR, ANDREW ROBSON.
A Specialty of Private Brands for the Wholesale and Jobbing Trade.
Correspondence solicited. Samples on application.



W. H. SNYDER & CO.
Windsor, Pa.



Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Our Leaders include:
HONEYSUCKLE, ROSE SHOW,
JUMBO, LIBBY DEAR,
VERELDA, MICHIGAN CHIEF,
CARISIMA, HIGH CHANCELLOR,
MODEL AMERICAN, and Others.
Particulars cheerfully given to responsible inquirers, and Correspondence with Wholesale and Jobbing Trade only invited.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of HIGH GRADE

Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

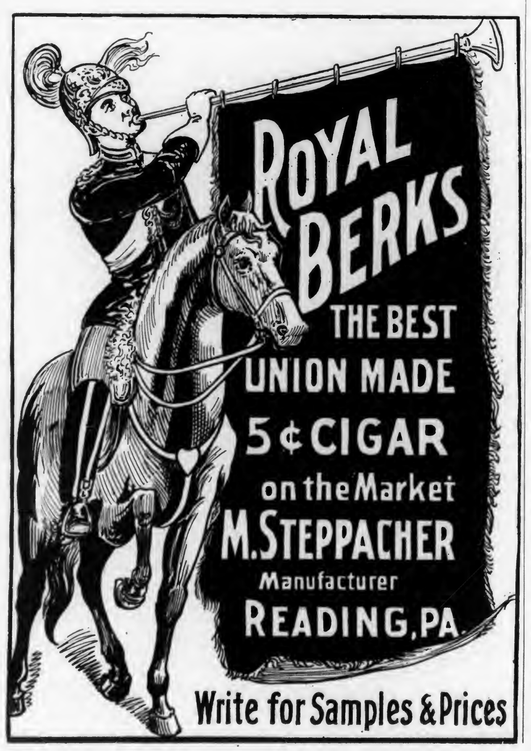
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.

The Centre of the Best Zimmer Growing District.



LANCASTER LEAF MARKET ACTIVE

Old Goods Pretty Well Sold or Contracted For.

Lancaster, Pa., Nov. 21.

The leaf market in old goods has been pretty active during the last week, and a considerable quantity of goods changed hands.

Several country packings were bought up in their entirety, and several buyers in the market during the past week were perhaps somewhat disappointed in finding that packings recently looked at by them had been sold.

Of the new crop it is estimated that three-fourths has been contracted for. The year's crop in sound and undamaged tobacco of this section will probably reach the neighborhood of $20,000 cases.

Business among cigar manufacturers can be reported as only fair. Some are moderately busy, while a few others are rather dull for this time of the year. One of the largest factories in this section is experiencing somewhat of a dullness in trade that is unusual with them.

The Red Devil, scrap, chewing and smoking tobacco made by the Queen City Tobacco Company, of Cincinnati, Ohio, has been placed on this market. J. Harvey McHenry, with Arthur Hagen & Co., of Philadelphia, who are the general Eastern distributors, was here recently and placed the local distribution of the goods into the hands of John McLaughlin & Co., on North Queen street, who have already received the first consignment.

During a conversation with Mr. McLaughlin a few days ago he remarked that in his opinion it was a superior piece of goods.

L. Brayton, of L. Brayton & Co., Boston, Mass., wholesale tea and coffee dealers and cigar distributors, was here on a few days' visit last week, and left quite a few orders for goods of various grades.

J. H. Weaver has just returned from another short business trip to Ohio, and states that he found the conditions there quite satisfactory.

J. G. Gottselig, of Henry Gottselig & Bro., will leave this week on a trip through Pennsylvania in the interest of his firm.

A. B. Levinite has just returned from a short trip through the coal regions.

John McLaughlin & Co., on North Queen street, are handling the Famabella cigars of the Independence Company, of Detroit, Mich.

A. D. Killheffer, proprietor of the Eureka cigar factory at Millersville, last week made a flying visit to Philadelphia and vicinity. He is exceedingly busy in getting out goods fast enough to meet the requirements of his trade. In fact, this factory seems to be working more steadily than any factory in the section.

Mr. Killheffer states that the May Prize brand of cigars made by him has been sold to J. H. Doyle, a well known jobber at Burlington, N. J., who now has the exclusive distributing agency for those goods.

M. R. Hoffman, a big leaf packer, of Marietta, has done several stunts lately. First he sold to C. C. Longnecker, of Mt. Joy, two cigar factories at Maytown, formerly operated by W. Henderson and J. D. Henderson, respectively, and then returned to his warehouse, where he sold a large lot of tobacco to a Philadelphia house, and that night left for a trip through the tobacco sections of Wisconsin.

B. F. Newswanger, of this city, who secured a medal of honor on his Senator Quay cigar at the St. Louis Fair, now contemplates making an exhibit of the same at the coming exhibit in Philadelphia.

J. F. Schnupp, representing L. G. Haeussermann & Sons, of Philadelphia, is making a visit among cigar manufacturers here this week.

Trade-Mark Register.

WEIL DIPS. 14,611
For cigars. Registered Nov. 9, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

IOWA STARS. 14,612
For cigars. Registered Nov. 9, 1904, at 9 a m, by A. P. Snader, Ephrata, Pa.

TWO GRITTS. 14,613
For cigars. Registered Nov. 9, 1904, at 9 a m, by Geo. A. Pullman & Co., Washington, D. C.

EL CHESCO. 14,614
For cigars. Registered Nov. 12, 1904, at 9 a m, by I. Goldberg, Coatesville, Pa.

TIOGA BOUQUET. 14,615
For cigars. Registered Nov. 15, 1904, at 9 a m, by The John Steigerwalt Co., Philadelphia, Pa.

TIOGA SPECIAL. 14,616
For cigars. Registered Nov. 15, 1904, at 9 a m, by The John Steigerwalt Co., Philadelphia, Pa.

TIOGA FAVORITE. 14,617
For cigars. Registered Nov. 15, 1904, at 9 a m, by The John Steigerwalt Co., Philadelphia, Pa.

A. O. K. 14,618
For cigars. Registered Nov. 15, 1904, at 2 p m, by J. Weisgold, Philadelphia, Pa.

WHITE FRONT. 14,619
For cigars. Registered Nov. 17, 1904, at 9 a m, by Hy. Gottselig & Bro., Lancaster, Pa.

FLINTSTONE. 14,620
For cigars. Registered Nov. 17, 1904, at 9 a m, by Hy. Gottselig & Bro., Lancaster, Pa.

G. & B. FIVE. 14,621
For cigars. Registered Nov. 17, 1904, at 9 a m, by Hy. Gottselig & Bro., Lancaster, Pa.

FLOR DE GOTTSELIG. 14,622
For cigars. Registered Nov. 17, 1904, at 9 a m, by Hy. Gottselig & Bro., Lancaster, Pa.

UNION CHIPS. 14,623
For cigars. Registered Nov. 18, 1904, at 9 a m, by John Zudrell, Ephrata, Pa.

ASTORIA CAFE. 14,624
For cigars. Registered Nov. 21, 1904, at 9 a m, by Blackman & Nagle, Reading, Pa.

INTIMO. 14,625
For cigars. Registered Nov. 21, 1904, at 9 a m, by E. E. Kahler, Reading, Pa.

DIMINGO. 14,626
For cigars. Registered Nov. 21, 1904, at 9 a m, by E. E. Kahler, Reading, Pa.

AMBASSADOR OF COMMERCE. 14,627
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Nov. 21, 1904, at 9 a m, by E. F. Law, Lancaster, Pa.

SEARCHES.

La Oka, Good and Plenty, Fulton, Frisky, Unico, Union League, Chink, Flor de Troca, Union Star, La Coca, Chariot, Union Ideal, La Flor de Tioga, Verna, La Cola, General Washington.

TRANSFERS

"Big Dan" No. 14,227, registered for all kinds of smoking and chewing tobacco, Sept. 29, 1903, by J. Young, has been transferred to Geo. W. Green, Reading, Pa., Nov. 19, 1904.

"Union Clippings" No. 14,527, registered for all kinds of chewing and smoking tobacco, Nov. 2, 1903, by J. Young, has been transferred to Geo. W. Green, Reading, Pa., Nov. 19, 1904.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

Packer of
I. H. Weaver, Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

C. S. COOPER,

Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

Our Capacity for Manufacturing Cigar Boxes Is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

WATCH
For This Space
Next Week

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

IMPORTS OF TOBACCO, CIGARS, Etc.

Arrivals at the Port of New York from foreign points during the week ending November 21, 1904.

Havana.—Jas. E. Ward & Co., 442 cases cigars and cigarettes.

Ponce—American Cigar Co., 3 boxes cigars.

Port Au Prince.—O. C. Kanzow, 1 sample tobacco.

San Juan—American Tobacco Co., 10 cases cigarettes; Simon Poey, 1 do.

Vera Cruz—J. E. Ward & Co., 16 cases cigars, 80 bales tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived Nov. 15.
(459 bales; 718 cases.)

United Cigar Manufacturers	151 bales
A. Cohn & Co.	133 "
Steindler Bros.	50 "
S. Rossin & Sons	32 "
E. Goldsmith & Co.	27 "
J. Hirsch & Son	20 "
Hilson & Co.	16 "
A. Blumlein & Co.	13 "
Company's General Agent	10 "
S. Ashner	4 "
Leopold Loeb & Co.	3 "
American Cigar Co.	608 cases
L. Schmid & Co.	64 "
E. Rosenwald & Bro.	46 "

HAVANA TOBACCO.

Str. Mexico, arrived Nov. 15:
(2,798 bales.; 30 cs.; 91 bbls.; 40 pkges.)

Jas. E. Ward & Co.	1,363 bales
Alex. Murphy & Co.	369 "
F. Miranda & Co.	242 "
Friend & Co.	160 "
Mendelsohn, Bornemann & Co.	101 "
R. M. Blake & Co.	82 "
J. Bernheim & Son	73 "
Sartorius & Co.	57 "
Garcia, Vega & Carcaba	53 "
M. Alvarez	48 "
D. H. Delmonte	47 "
E. Pascual & Co.	43 "
Order	41 "
Rothschild & Bro.	30 "
S. Ruppin	28 "
Carl Upmann	15 "
M. S. Arrue & Co.	12 "
Leonard Friedman & Co.	10 "
A. Arens	10 "
Hamburger Bros. & Co.	9 "
S. L. Goldberg & Sons	3 "
Calixto Lopez & Co.	2 "
Jas. E. Ward & Co.	30 cases
E. Regensburg & Sons	31 bbls.
Garcia, Vega & Carcaba	21 "
J. Girbau & Co.	16 "
Hamburger Bros. & Co.	10 "
F. Miranda & Co.	8 "
Herz Bros	5 "
American Cigar Co.	40 pkgs.

Str. Vigilancia, arrived Nov. 19:
(231 bales; 11 bbls.)

Jas. E. Ward & Co.	150 bales
J. Bernheim & Son	39 "
L. Friedman & Co.	27 "
A. Murphy & Co.	11 "
Wm. Bader	4 "
J. Bernheim & Son	10 bbls.
A. Murphy & Co.	1 bbl.

HAVANA CIGARS

Str. Mexico, arrived Nov. 15:
(400 cases.)

Havana Tobacco Co.	259 cases
G. S. Nicholas	57 "
Park & Tilford	33 "
W. H. Stiner & Son	13 "
L. J. Spence	8 "
Canadian Pacific R. R. Co.,	6 "
Calixto Lopez & Co.	6 "
Duncan & Moorehead	5 "
National Cuba Co.	5 "
Macy & Jenkins	3 "
W. E. Todd & Co.	2 "
A. E. Outerbridge & Co.	2 "
Garcia, Pando & Co.	1 case

Str. Vigilancia, arrived Nov. 19:
(52 cases.)

Jas. E. Ward & Co.	21 cases
C. D. Stone & Co.	8 "
Park & Tilford	8 "
Havana Tobacco Co.	7 "
G. S. Nicholas	5 "
E. Caule	2 "
L. J. Spence	1 case

PORTO RICAN TOBACCO.

Str. Philadelphia, arrived Nov. 21:
(59 bales; 2 cases.)

J. Morris Levi	44 bales
G. W. Sheldon & Co.	15 "
Levi, Blumensteil & Co.	2 cases

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Nov. 21:
(341 cases)

American Cigar Co.	121 cases
Am. W. I. C. Co.	44 "
West Indies Cigar Co.	26 "
Mateo Rucabado	25 "
C. D. Stone & Co.	24 "
Victor Malga & Co.	23 "
F. Bonilla & Co.	12 "
Arguelles, Manrique, Sola & Co.	12 "
G. W. Sheldon & Co.	11 "
Cadiz Cigar Co.	11 "
Cayey Caguas Tobacco Co.	10 "
Antilles Trading Co.	6 "
DeFord & Co.	5 "
Durlach Bros.	5 "
F. Palmieri	2 "
Porto Rico Cigar Co.	2 "
Rojas, Perez & Co.	1 case
Order	1 "

WILMINGTON TO HAVE ASSOCIATION

Independent Dealers Will Soon Form Vigorous Organization.

Wilmington, Del., Nov. 18.

The independent dealers in Wilmington are forming a local Association and it is expected that the organization will soon be an active one of a hundred or more members. A meeting was held at Windish's, Fourth and Poplar streets, on Thursday evening by the promoters of the association and ways and means to form a rousing branch were discussed. Another meeting was fixed for a few days later.

One of the most prominent of the organizers is L. A. Hillersohn, of Second and Market streets, who is well known in the trade. Mr. Hillersohn thinks that the prospects for a successful association are very good. The concensus of opinion among the dealers is in favor of the movement, and as soon as the holiday rush of trade is a little out of the way, a formal organization will be effected.

Announcement

Our New Catalogue of Presents

for the period ending Nov. 30th, 1905,

Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

NEW ENGLISH DUTY ON STRIPPED TOBACCO.

Consul Boyle Describes Effect Which Additional Tariff of Six Cents per Pound Will Have on American Exports of Manufactured Tobacco.

Washington, D. C., Nov. 21.

An extremely interesting article has been written to the Department of Commerce and Labor by American Consul James Boyle, at Liverpool, England, which will be of interest to every leaf dealer in the United States. The article has to do with the effect which the new law will have, which provides an additional duty on imported stripped tobacco.

According to reports of the Bureau of Statistics, the exports of unmanufactured tobacco from the United States to the United Kingd m during the years ended June 30, 1902, 1903, and 1904 were as follows: 1902, 99,043,928 pounds, valued at $9,422,336: 1903, 125,430,153 pounds, valued at $13,555,279: 1904, 89,549,061 pounds, valued at $9,749,763.

Consul Boyle writes as follows:

"Liverpool has been very much affected by the disturbing influences in the tobacco trade prevailing during the last few years. Having recovered from the fear of American domination the trade is now in rebellion against control by home combinations, and the retailers are about to attempt to supply themselves. Importers and shippers are just now much concerned over the new additional duty of 3d. (6 cents) per pound on stripped tobacco imported from abroad, and of course this affects the American trade chiefly. The following article from the Liverpool Journal of Commerce of October 3, 1904, fairly states the situation in this regard from the local standpoint:

"What effect has the chancellor of the exchequer's budget proposals had on the tobacco trade in Liverpool, the capital of the import industry? From inquiries made on Saturday the effect would appear to be disastrous. The new tobacco tax has failed (so it is gathered) so far to encourage the shipping of leaf tobacco in this country—the sole object for which it was imposed. It has discouraged the importation of stripped tobacco from the States, because tobacco stripped abroad has to pay a duty of 3d. extra per pound over tobacco imported in the leaf and stripped here, and it has imposed a serious burden on tobacco merchants with large quantities of "strip" in hand, imported before the new duty was levied and not allowed to be taken out of bond until it has paid an extra duty of 1½d. per pound.

"Originally the extra duty on strip tobacco in bond, as on strip from abroad, was 3d. per pound, but it will be remembered, after a good deal agitation by the Liverpool Chamber of commerce tobacco trade section, that extra duty was halved; still it only reduced their losses and did not remove themaltogether, and these lossesare very considerable.

"While merchants are sufferers to that extent, manufacturers have not yet felt the benefit of the 3d. per pound extra which they were promised if they stripped their own tobacco, i. e., imported it in the leaf first instead of having it stripped abroad, with the object of establishing the stripping industry in this country, which, it was said, would give employment to thousands of hands here, but in fact has employed few, if any, extra. What mauufacturers are doing is first to exhaust the supplies of stripped tobacco in bond, and not until these are exhausted will they begin to import leaf on their own account and strip it here; but even then the quantity imported will be small because of a widely spread feeling in the trade that the present tax is experimental, that the experiment has proved itself a failure, and that in all probability the tax on strips will be removed next April. The result up to date is said to be a strong condemnation of government interference with trade.

"One of the largest firms importing American tobacco has been good enough to give me the following statement of the condition of the market:

"The imports formerly showed the tobaco sent by American shippers for sale here, and the deliveries indicated the tobacco going into consumption, and were a measure of the sales made. Now, however, since the British combine commenced putting up their own tobacco in the United States the imports include their shipments, probably three-fourths of the total, and the deliveries include the movements of tobacco from Liverpool to other parts for the purposes of the combine. No separate figures can be obtained.

"With regard to "stripped tobacco," no judgment can be formed upon the effects of the law until the large stock of strips already here, and for which only half the increased duty is charged, has gone into consumption. It is likely that a combine like the Imperial Tabacco Company would continue to stem their tobacco in the Western States, as it could be done at less expense than here, and they would not have to sell their strips; but for the American stemmer to make strips for sale in this country to the increased duty would be hazardous in the extreme, until experience has shown that manufacturers will pay the increased duty rather than stem the leaf in this country.

"The shipments of American tobacco to this country are as large as ever, and increasing, but we regret that the tobacco is almost solely for the use of the British combine, who buy the tobacco themselves from the American farmers, handle it themselves by their own employes, and have thus killed the business of hundreds of American merchants and stemmers who formerly prepared the tobacco for sale in this country."

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

SECRETARY LEOPOLD TELLS ABOVT ASSOCIATION STAMPS.

(Concluded from page 13)

This stamp is to be used upon each individual package of paper cigarettes. All tobacco little cigars, cigars under three pounds and on cut off goods over three pounds known as cigaros, one stamp to be applied on all packages of 10 or fraction thereof.

INVOICE STAMP.

The invoice stamp is furnished in the following denominations, 1, 2, 3, 4, 5, and 10 cents and issued at face value. They come one hundred in a sheet perforated and gummed, same as postage stamps, and are to be attached to the invoices of leaf tobacco dealers, lithographers of labels, cigar box manufacturers and manufacturers of pipes and smokers' articles as per following schedule:

Invoices	$1	to	$100	1 cent stamp.
"	100	"	200	2 "
"	200	"	300	3 "
"	300	"	400	4 "
"	400	"	500	5 "
"	500	"	600	5 & 1 cent stamp
"	600	"	700	5 & 2 "
"	700	"	800	5 & 3 "
"	800	"	900	5 & 4 "
"	900	"	1,000	10 cent stamp,

and for each additional $1,000 or fraction thereof, one 10 cent stamp. Remittance to accompany all orders for stamps.

HENRY LEOPOLD.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Another week of dry, cold weather has come, and as a consequence I have heard of but few transactions in the tobacco line, nor do I expect to hear of many until good casing weather shall prevail. The outlook for the remainder hanging on the poles is that it may require to be steamed down, as was the fact last year.

Sunday morning it began to rain and snow, finally settling down and giving us about two or three inches of snow. In the afternoon it rained some and in the evening it rained quite hard, but the weather was too cold to dampen the tobacco. I have heard of only one man even opening his shed, and that was only for a short time Sunday morning. The news from all the tobacco raising districts is about the same. The buying of the 1904 crop is at a standstill on account of cool weather.

Our correspondents write:

Conway, Mass.: "Nothing new to report: have not had a damp spell for three weeks, so there is not much tobacco off the poles yet, and it begins to look as though we would have cold fingers to strip with."

Suffield, Ct.: "Tobacco raisers are well pleased with the quality of their tobacco, also with the prices demanded and paid; 20c, 21c and 22c were the prices received for three crops sold. I hear of no sales being made for less than 20c. Some of them have their crops ready for shipment at any time; one of the warehouses is already in operation."

East Dearfield, Mass.; "Only two sales so far at 15c and 17c, only one or two that have got down much yet. The next damp spell will see quite a lot taken down."

East Whately, Mass.: "I have to report the sale of six acres, by Warren P. Crafts, for 20c in bundle."—American Cultivator.

EDGERTON, WIS.

Conditions in the local tobacco markets remain about the same as for several weeks past. Pleasant Indian Summer weather continues long beyond the usual season. No rains have come so far to bring casing weather and the new crop remains too dry in the curing sheds to permit of any examination by buyers or preparation for market. The old leaf in country hands is being steadily sought after and the movement is fast absorbing the remnants that can be bought at prices that will permit of an export or stogie manufacturing outlet. W. T. Pomery & Co., E. C. Hopkins and Chas. Sweeney have been liberal purchasers of this class of goods of late. The bulk of the business among packers is confined to low grade goods, in which there is a liberal amount of trading.

Shipments, 498 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 14 hhds, offerings on the breaks 203 hhds, sales 198 hhds.

There was no improvement in the offerings. The market was active and very strong with advancing tendency. The unsold stocks are now reduced to about 400 hhds.

It is apparent that the gap will be wide between present prices for the 1903 unsold stocks and the prices which are expected to rule for the 1904 crop. The weather continues dry, preventing examination of the crops in the barns.

The loose tobacco market will open late, and the movement of the new crop will be slow.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

F. A. NOLL,

Wholesale Manufacturer OF

High Grade Hand Made CIGARS

Newmanstown, Pa.

PRIVATE BRANDS

For the Wholesale and Jobbing Trade A SPECIALTY.

Personal Attention. Skillful Workmanship.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common CIGARS

Established 1890.

Capacity:—Twenty Thousand per Day.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE UNION MADE Cigars

For Wholesale Trade Only,

McSherrystown, Pa.

The Largest and Most Reliable

Independent Cigar Factory in the United States is that of

S. R. MOSS Maker of the Celebrated

Flor de Moss

(Clear Havana)

John Adams

A. S. Hewitt

10c. Cigars

Quaker Girl

Little Minister

5c. Cigars

S. R. MOSS **Lancaster, Pa.**

The Doctor is a Havana-Filled

5c. Cigar

This Cigar Sells On Its Merit

If you want a Repeater, try THE DOCTOR

WALTER S. BARE, Lititz, Pa.

Maker of Seed and Havana and 5c. Cigars Exclusively

Crown Eagle Cigar Co.

LITITZ, PA.

Manufacturers of the

John Hancock

and Other Brands of

High Grade Seed and Fine Havana Cigars

J. B. LEIB, Manager

REMROF

A High Grade Nickel Cigar

Connoisseur's Selectos

A Choice 10c. Cigar

MADE BY

C. K. Hengst & Co.

LANCASTER, PA.

RESERVED FOR

Geo. W. Green

MANUFACTURER

Smoking and Chewing Tobacco

READING, PA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

CHICAGO. NEW YORK. CINCINNATI.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904

H. W. HEFFENER,

Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in
Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN
Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky

CIGAR MOLDS

VERTICAL TOP — SQUARE OR ROUND CORNER

OUR MOLDS are the **Best GRADE**, and **Our Prices THE LOWEST.**

We will **Duplicate Any Shape** you are now using, regardless of who made your Molds, or **Furnish Any New Shape.**

Sample Sections submitted for your approval **Free of Cost.**

THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

A. KAUFFMAN & BRO.,

CIGAR BOXES

YORK, PENN'A.

Special Designs — Engraving Embossing

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MAKER OF

CIGAR BOXES LABELS

Telephone

SOUDERTON, PA.

Private Designs a Specialty — Metal printed labels

EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. *Send for Samples.*

William Steiner, Sons & Co.

LARGEST **Lithographers,** CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $90 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address "CLARK."

Business Changes, Fires, Etc.

California

Hanford—T. V. Biddle, cigars and tobacco, sold out to E. Rabbott.

District of Columbia

Washington—Horace A. Peyton, retail cigars and tobacco, sued $181.

Illinois

Chicago—Thos. N. Jones, cigars, etc., damaged by fire. Insured.

Iowa

Indianola—F. F. Keeny, cigars, petition in bankruptcy.

Maine

Ridionville—P. E. Littlefield, cigars, etc., moved to Rumford Falls.

Massachusetts

Boston—Electric Cigar Co. (not inc.) manufacturers, incorporated under Massachusetts laws, capital stock, $25,000.——Goodwin Sisters, tobacco and cigars, petition in bankruptcy.——Greater Boston Cigar Co., manufacturers, filed certificate of increase of capital by $3,500.——New Dorchester Cigar Mfg. Co., petition in bankruptcy.——Patrick J. O'Connor, cigars, etc., chattel mortgage, $500, discharged.

Michigan

Detroit—Hutton Bros., cigar manufacturers, sued $145.

Galesburg—Wm. H. Smith, cigars, etc., bill of sale, $830.

West Bay City—C. A. Newcombe, cigars and tobacco, chattel mtge., $294.

Minnesota

Minneapolis—G. Pflaum, of G. Pflaum & Sons, cigar manufacturers and wholesale leaf tobacco, dead.

New York

New York City—A. Boitel, cigars, damaged by fire.

Syracuse—C. A. Whelan & Co., wholesale cigars, succeeded by Whelan Bros., (Inc.)

Yonkers—Wm. L. Follay, cigars, out of business.

Ohio

Dayton—Tampanola Cigar Co. (not inc.) wholesale, discontinued.

Oregon

Newberg—S. W. Parrish, cigars, etc., succeeded by C. B. Shiver.

Scio.—H. Phillips, cigars, etc., real estate mortgage, $140.

Pennsylvania

Topton—James Weaknecht, cigar manufacturer, dead.

Washington

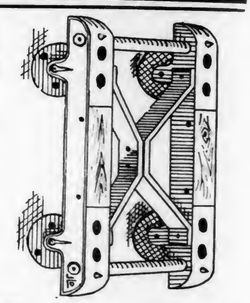
Spokane—J. F. Coyne cigar manufacturer, real estate mortgage, $171.

Wenatchee—G. S. Taylor, cigars, etc., deed, $850

Wisconsin

Janesville—Curtis & Clark, wholesale cigars, out of business.

Milwaukee—G. H. Spear, cigars and tobacco, chattel mortgage, $1080.



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Made of MALLEABLE IRON,
and fitted with
STEEL ROLLER BEARINGS.
It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
JOHN L. DARON,
Care of Box 184, York, Pa.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
330–338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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promptly obtained OR NO FEE. Trade-Marks, Designs, Copyrights and Labels registered. Send model, sketch or photo, for free report on patentability. All business confidential. HAND BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Patent, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

A MARK OF MERIT.

We have been awarded a SILVER MEDAL by the LOUISIANA PURCHASE EXPOSITION for our Superior Quality of CIGARS. A marked honor for

Union Label Goods

Our Cigars Duplicate

A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

CHAS. M. YETTER

MANUFACTURER

High Grade Union Made Cigars

READING, PA.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 8oth packages = = = =

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., ✱ **BOX 67, YORK, PA.**

A Money-maker For Manufacturers!

WE ARE SAMPLING A LOT OF FINE

PENNA. BROAD LEAF

1901 and 1902 Crops

—FROM—

SPECIALLY ATTRACTIVE PACKINGS

These goods should be seen by manufacturers, for they are very desirable lots

THE PRICES ARE REASONABLE

S. WEINBERG

Wholesale and Retail Dealer in

All Kinds of Leaf Tobacco

Office and Salesrooms:

120 North Third Street

BELL PHONE—MARKET, 38-88 A ——**Philadelphia**

Loeb-Creagh Havana Co.

125 N. THIRD ST.

Philadelphia

Importers of

Havana and Sumatra
TOBACCO

We have a fine line of OLD GOODS at reasonable prices

Also Packers of and Dealers in

Domestic Cigar
Leaf Tobacco

HAVANA WAREHOUSE

Amisted, 96

AMSTERDAM, HOLLAND

Brakke Grond, 5

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

METAL EMBOSSED LABELS — METAL PRINTED LABELS
ENGRAVING — EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect **PROTECTION** against **MOISTURE, HEAT** and **BREAKAGE.**
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

WRITE FOR SAMPLES AND PRICES TO
FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

E. RENNINGER,
Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. **Denver, Pa.**

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JOHN A. SAUL,
CORRESPONDENCE SOLICITED — le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
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TOBACCO DEALERS

Our Specialties:

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Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

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Maybe not today or tomorrow, but some day soon

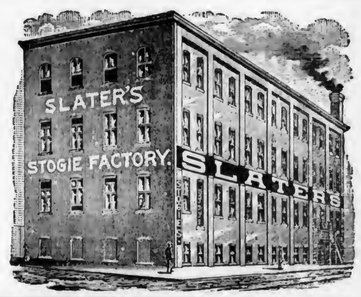
You'll need them quick!
Note the address-
S. Omicron & Co.,
430 Walnut St.,
Philadelphia
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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ESTABLISHED IN 1881
Vol. XXIV., No. 48.

PHILADELPHIA, NOVEMBER 30, 1904.

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Single Copies, Five Cents.

Sumatra Tobacco

IMPORTATIONS:

4,000 Bales Yearly.

Are You

Getting YOUR Share?

H. DUYS & CO.
No. 170 Water Street,
New York.

EISENLOHR'S Cinco Philadelphia CIGARS

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS
PHILADELPHIA BOSTON

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GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
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PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

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MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K WYOMISSING 10¢

Vesper Cigar 5¢ — Clean as the Food You Eat

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

ALLEN'S NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
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Factory No. 909. Bell Telephone 4836–A.

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
HARRY M. LOEB, PHILADELPHIA
Successor to S. LOHREN & CO.

...The Philadelphia Cigar Factory...

"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA.
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

"El Draco" Cigar Manufacturing Co.
PHILADELPHIA
Manufacturers of

"Rutherford"
Full Havana Cigars
IN 6 SIZES
Perfecto Royal Conchas Bouquet
Regalia Perfecto
Londres Fine Especial
Panatelas Finas Delicados
10c. 3 for 25
2 for 25 3 for 50

AND

"HUNTER"
The 5c Cigar
A Good One to Follow
And a Hard One to Beat
WINNER OVER EVERYTHING

Factories—First District, Penna.

Correspondence Solicited on Private Brands

Established 1871 **Capacity 75,000 Daily**

W. H. RAAB & SONS

Dallastown, Pa.

WHOLESALE .... MANUFACTURERS **High Grade CIGARS**

Nickel Goods and 2 for 5 Our Specialty

The following are a few of our Prize Winning Goods, that were awarded a Medal at the St. Louis Fair on their Strictly Uniform Quality and High Merit:

RAAB'S 463, a Popular 5c. Leader,
PRAIRIE GIRL, EL DORADO,
PARAKEETS, ROSE GLEN,
BELLE OF YORK, COSMOPOLITS,
YORKTOWN BELLE, MEDAL DE REINA,
PRIZE MEDAL, MODERATOR,
KOKOMO, BOUNCER,

SWEET FLOWER, ANGOLA,
CIPANGO, MABEL,
PIG POG, LA CUBA,
LA LISETTE, LA DENIS,
CUCUMBER, CALF SKIN,
COON SKIN, FEAST OF ROSES,
SPRINGTOWN ON THE PIKE.

We Present the Largest Line of Goods that are Strictly Meritorious

CORRESPONDENCE, with Wholesale and Jobbing Trade Only, is Invited

M. HERNANDEZ

1714 Columbia Ave.

Philadelphia

MANUFACTURER OF

High Grade Cuban Hand-Made Cigars

El Fenix

An Excellent 5c Cigar
Made in 5 Sizes
AT $35.00 PER M.

Islesworth

CLEAR HAVANA

Made in 10 Sizes

From $50 to $250 Per M.

Correspondence with Wholesale Dealers and Jobbers having High Class Trade Invited

SATISFACTION GUARANTEED

A CIGAR THAT IS WORTH FIVE CENTS!

THE KRULL CIGAR

is our latest, and, we believe, the best on the market to-day. It is honestly made, by experienced workmen, and contains a fine Havana filler and Sumatra wrapper.

We would like you to try them with your customers, they are sure to like them and will always buy them. A line of "KRULL" cigars in your stock will increase your business. Try it, and be convinced.

CHAS. A. KRULL

MANUFACTURER

No. 1924 Oxford Street

PHILADELPHIA

A. C. VALENTIN

MANUFACTURER OF

FINE— CIGARS

NORTHEAST CORNER

Nineteenth St. and Ridge Ave.,

PHILADELPHIA

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

MILWAUKEE STILL SAYS NO WAR.

Dealers Insist that Nothing will Be Doing, Yet Awhile Anyhow.

Milwaukee, Wis., Nov. 25.

Things still look very far from being a war in this city between the independent dealers and the United Cigar Stores Co., and as stated last week, unless the latter makes some funny move, there will be nothing doing in the battle line. Whatever war there may be in mind among the Chicagoans they should not thus early, include the dealers of this city, for if any word has been sent to Chicago that local dealers will join a movement to stamp out the large retail stores run by the so-called trust, it was sent by some irresponsible dealer. A score of the leading retailers deny all knowledge of any proposed war. A large Wisconsin dealer had the following to say:

"You can say in The Tobacco World, that no such action is contemplated, and I can speak for the other large retailers that any fight on the so-called trust would do more injury than good. As a matter of fact, the appearance here of the two stores has not affected our business in the least. I would certainly have heard of any action contemplated by the local dealers."

Despite this statement, the retail stores recently opened by the trust are putting more clerks to work, which is the best indication of a growing business. The cut glass and silver tipped pipe racket catches many customers in addition to the coupons.

One dealer, who has made a profitable business in selling cigars and tobacco in the past twenty years, sized up the situation in this fashion:

"The only persons to benefit by a war of prices would be the consumer, and he hopes for it."

When asked what they would do if the independent dealers took the initiative in a war, the United Stores people said: "We will simply continue to sell our goods at the same prices. So far we have heard of no war. Some of the dealers, we understand, have reduced prices somewhat, and are running special bargains. That will injure no one. Our stores are doing a larger business right along. We are employing more help. There is room for all, and if prices are made and held, there should no cutting of throats. We are satisfied with our prospects." ANDERSON.

MUCH LEAF TOBACCO FOR JAPAN'S MONOPOLY.

The Japanese government which recently bought out the American Tobacco Co., and assumed a munopoly of the manufacture of tobacco, is not letting any grass grow under its feet as will be witnessed by the shipment from Portland, Ore., in a week or so, of 800 hogsheads of leaf tobacco, weighing 3,200 tons and valued at $960,000, which will go on an Asiatic liner, and is undoubtedly the property of the Japanese government. The tobacco fills 80 cars.

MORE PENNSYLVANIA AWARDS.

Other Cigar Manufacturers Receive World's Fair Medals.

Some additional St. Louis Fair awards have just been announced for cigar manufacturers, from Pennsylvania, who had joined in the collective exhibit of cigars from this State, these additional ones making in all 61 awards to Pennsylvania manufacturers.

The additional awards, it is said, were made after a careful and critical examination of the samples exhibited, by the Group Jury, an Intermediate Jury, and a Superior Jury. The finer grades of cigars were awarded medals on their quality, and the other grades won recognition for workmanship, considering their cheapness. The final awards of medals were as follows:

Gold Medal.

Winget Manufacturing Co., which conducted the Pennsylvania Cigar Manufacturers' Exhibit; for the finest collective display of goods.

Silver Medals.

T. M. Meads, cigars, Windsor; E. B. Stoner, cigars, Hellam; B. S. Sentz, cigars, Felton.

Bronze Medals.

E. E. Kahler, Reading; John T. Brossman, Reading; E. M. Keller, Reading; Stewart Bros., Newmanstown; John Zudrell, Ephrata; S. R. Kocher & Sons, Wrightsville; S. S. Watts, Terre Hill; C. E. Mattingley & Co., McSherrystown; L. J. Pfaff, Hanover; Bear Bros., Zion's View; George W. McGuigan, Red Lion; W. R. Daugherty & Bro., Dallastown; Cuban Star Cigar Co., Dallastown; L. J. Smith, Red Lion; L. L. Scheaffer, Felton; William Grove, Felton; Shearer & Co., Windsor; Peter H. Grove, York; F. R. Krout, Jacobus; U. A. Yost, Logansville; W. S. Schroll, Manchester; M. L. Gladfelter, Thomasville; Ephraim Druck, Hellam.

NO CIGARS SOLD IN STATIONS.

Railway News Stand Tobacco Trade Being Weeded Out.

Cigar stands have been getting the bad end of it in more places than one lately on account of tendencies to prohibit smoking in public stations and waiting rooms. Everybody knows of the strong kick which is being made in New York against the installment of stands in the stations of the subway and about two weeks ago the New York, New Haven & Hartford Railroad Co., getting tired of complaints from women patrons, issued an order prohibiting the sale of cigars, cigarettes and other forms of smoking tobacco at the station news stands which are under the control of the company.

The order comes from President Mellen who takes the ground that the company cannot expect men to refrain from smoking when tobacco is placed before them. There was also the objection that at some of the stations the cigars sold were very poor. That the order has not brought the necessary relief is shown by the report that many of the commuters at the westerly end of the system appeared at the stations smoking their pipes.

In a number of the depots separate rooms are maintained for smokers, and it is believed there would be no diminution in the use of tobacco, even if the prohibition order was made to include every station on the road.

At several points signs are displayed giving notice that smoking is not allowed in the waiting rooms, but when the temperature is low or a heavy storm prevails, the male passengers crowd into these small inclosures and fill the atmosphere with stifling clouds of tobacco, a portion of which is wafted into the section reserved for women. Tobacco is not sold by the agents at these places, and it is clear that no relief will come from the president's pronunciamento.

In regard to the poor quality of the tobacco and cigars offered for sale, or which some have complained, it is safe to say that if the place were run as a straight cigar stand and not merely as an adjunct to the disposal of periodicals etc., there would be less derogatory comment.

COUPON TAX IN MASSACHUSETTS.

Tobacco Trade Doesn't Like it and Test Case will be Brought.

Massachusetts has come very much before the eyes of the tobacco trade lately on account of some of the State laws. There was the recent instance where agents of the American Tobacco Co. were fined on account of a restrictive clause in their contracts with jobbers, and now a test case is to be brought to determine the constitutionality of the new excise law relating to tobacco and other coupons and trading stamps.

According to the provisions of the new statute every person, corporation or firm giving stamps or coupons with goods sold, must on the first day of January and the first day of July report in writing to the city treasurer in the city or town where it conducts business, the amount of business done with stamps, coupons and other devices. The city treasurer is then to compute the amount due under the law.

The law will affect all companies giving articles in exchange for coupons entitling the holders to receive articles other than those sold with the coupons and the tobacco concerns will be hit hardest of all, although the law was intended primarily to affect the trading stamp companies. For instance, in Springfield, nearly every grocery store in the city deals in tobacco and the excise tax of three per cent will make appreciable inroads on the gross receipts.

BLAIR TOBACCO WAREHOUSE CO.

The Blair Tobacco Warehouse Co., village of Blair, Trempealeau county, Wisconsin, was incorporated with $3 000 capital stock. The incorporators are W. G. Hyslop, K. S. Knutson, A. B. Peterson, H. Thorsgaard, C. C. Hanson, Morris Hanson, Thomas Hogan and G. L. Solberg.

INDEPENDENT MEETING POSTPONED

Chicago Dealers Put Off Conference, But Fight is Going On.

Chicago, Nov. 25, 1904.

The fight which the independent dealers of this city are waging against the United Cigars Stores Co., is still marked with a fair amount of enthusiasm, although this quality is being considerably exaggerated by one of the daily papers. It is a fact, however, that the dealers are pretty solidly united in opinion, if not in action, and they do not propose to be passive victims of the peculiar methods which they claim are put in operation against them.

A meeting in the interest of the fight was called for Tuesday night of this week in Handel Hall, but owing to some hitch, in the announcement it was thought, a full attendance was not on hand, and the meeting was postponed.

It is stated that several hundred independent dealers in Chicago are members of the Independent Tobacco Manufacturers' Promoting Co., which was recently organized and chartered, and the leaders in this movement say they have $300,000 back of them.

At the postponed meeting, which is open to all interested, the plan of campaign adopted by the leaders will be explained and a scheme of practical co-operation will be put up to those present, which is expected to lead toward reasonable profits for everybody.

PAUPERS' TAGS TO BUY FLAG.

Inmates of Almshouse Must Chew Hard to Get "Old Glory."

The following shows that things are getting down to cases in regard to the coupon and tags proposition on smoking tobacco. A despatch from Piqua, O., states that the inmates of Montgomery county infirmary are rebelling because the Superintendent is confiscating all the tags on plug tobacco in order to secure a flag for the place.

Heretofore the gentlemen who are forced to live on this county's bounty, have been getting prizes for themselves with tags, and under the new rule, for a time at least, this is all off. The Superintendent announced his intention of securing an edition of "Old Glory" for the poor house, while the "guests" were eating their dinner and there was immediately a subdued howl, the inmates claiming that the county itself ought to be able to dig up the price of a flag without swiping tags from paupers. There is also a lurking fear that the Super., once he gets the flag, will soon want something else.

WAREHOUSE COMPANY'S NEW DRYING PLANT NEARLY COMPLETED.

The drying plant in process of erection for the Burley Loose Tobacco Warehouse Company, of Lexington, Ky., will soon be completed and will have a capacity for drying 5,000 pounds of tobacco an hour. The plant will be in full operation in about two weeks provided no hitches occur. Four carloads of machinery from Philadelphia have been received by the company to be installed in the new building.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT, Importers of Havana and Sumatra

Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

D&T

Established 1845

LEWIS BREMER'S SONS IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son IMPORTERS & PACKERS HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of SUMATRA and HAVANA and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana

25 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

John T. Dohan ESTABLISHED 1855 W. H. Dohan

DOHAN & TAITT,

Importers

OF

HAVANA

AND

SUMATRA

AND

Packers

OF

SEED LEAF

TOBACCO

No. 107 ARCH STREET,

Philadelphia.

D. FRANK KALTREIDER

(H. L. HAINES. Manager Sales Department)

Wholesale Manufacturer of

All Grades Domestic Cigars

RED LION, PA.

Goods sold through the Wholesale and Jobbing Trade Exclusively.

Attractive in Appearance; Uniform in Quality and Workmanship.

Distributors wanted everywhere on our Special Brands:

La Foresto
Sporty Duke
Lejano
Pan-Ex.

Samples cheerfully forwarded to responsible applicants, and satisfaction guaranteed on all lines of our products.

DAILY CAPACITY, 50,000

The Old Salesman's Musings.

THE SWEAR-OFF PERIOD IS COMING.

We'll soon be at the end of another year, by George, and it'll be time to swear off again. Oh, what an angelic period with most of us, is that first week in January! And though lots of people don't believe it, the cigar dealers are able to notice a falling off in sales for a little while early in the year, just as the saloon keepers do, but they know that at the end of a little patience, things will be more than balanced by a wholesale rush back.

Dear old human nature is very much alike everywhere, and every man has to have his little periodical reformations; and knowing human nature, the dealer doesn't get scared when half his customers announce that they intend to cut the smokes out. He knows that the swear-off when it progresses from a theory to a practice becomes too darned inconvenient to last, unless the reformation can be worked like two brothers I read about the other day.

John and James were in business together, and John suddenly went off some where and precipitately acquired religion. He joined church and in his earnestness and enthusiasm, insisted that James should enter the fold, likewise.

James put him off several times, John becoming more insistent each time the subject was broached, until one day, James turned and looked his brother square in the eye.

"Look-a-here, John," he said, "if I join church, too, who the devil's going to weigh the wool?"

Then there is another case I read about of a pious and inveterate smoker who on account of the sudden disagreement of tobacco with his system, got it into his head that there was a manifestation of Providence coming off. As a result, he figured up the amount he had spent for cigarettes and duplicated it in a gift to the church. Fine!

Such things teach us one and all, how, as I said, the process of swearing off is apt to become a very inconvenient one; but as an illustration, they are not in it with an experience which two Philadelphia friends of mine in the tobacco business had in their efforts to be good.

The two men got to talking about their health one day and discoved that they were both troubled with certain unpleasant symptoms, which it was fair to presume were the result of excessive cigar smoking.

"I tell you what, Jim," said one to the other, whose name isn't Jim at all, "we ought to cut it out. Come to think about it, there's hardly a minute of the day when I haven't got a smoke in my face and it's getting worse instead of better, because I'm so mixed up in it that I can't break away."

Jim corroborated all this as regarding himself, and, if anything, made it out worse. He said he simply had to quit. Well, they talked it up, and turned it over in their minds, as Huck Finn says, and finally one of them came out with a proposition:

"See here, Hen," he said, "do you really want to quit? I'll tell you how we can do it. It may sound silly to you, but there's no use in our merely making a forfeit bet. We want to make the penalty or condition something which involves considerable discomfort. Now, here's a hot one. We'll agree that each man can smoke, provided he does it only in one spot in the world, and that is where he can touch the League Island gate post. I guess that will hold us for a while. We won't feel much like smoking now."

The scheme struck both of them as being very superior, they solemnly agreed to the conditions, and as both are men of a healthy sense of honor, there was no doubt that the condition would be observed.

Each went to his business the next day. His office reeked of tobacco, everyone in the office and all who came in were smoking, and each man felt very strange when he locked up his private box of cigars and waved proffered ones aside.

Things dragged along for three horrible days, each man watching the other with bloodshot eyes, eager to detect some sign of weakening. Hen, sorely tempted, stood out another couple of days, arguing that he would beat Jim at his own game.

The fifth day was an unusually busy one, and outside of his nervousness, Hen didn't have much time to think about smoking. He went to bed quite early at night, tired and worn out, and the fearful demon started. A million imps danced before his eyes, offering him his favorite brand, and his nerves threatened to tear into little bits if they weren't gratified.

Hen lay there a terrible hour and a half and then arose. Grimly and swiftly he drew on his clothes. He went to a desk, grabbed a handful of cigars from a box, hastily thrust them into his pocket and strode out of the house.

A considerable fraction of an hour later, Hen, the sole passenger, jumped from a League Island car and did a lightfoot toward the gate, fondly fumbling his pocketful of cigars. The sudden change from the glare of light inside the car, blinded him a bit and he stumbled over something, just as he reached the gate.

Then he discerned the glow of two cigar ends close together and a couple of inches back of them was the amiable countenance of Jim.

"Hello, Hen," said Jim, as he removed the two cigars for a moment, and held up a half emptied box, "have one of mine and sit down."

Hen grunted and nervously scratched a match.

"Nice evening, isn't it?" said Jim. Another silence.

"Well, I tell you, Hen, it was as cold as the devil here last night."

THE OLD SALESMAN.

—The Otto Kreigner Tobacco Co., of Chattanooga, Tenn., has been incorporated with a capital stock of $1,000, with the following incorporators: Otto Kreigner, L. M. Pindell, L. G. Browne, A. H. Rogers, W. E. Stage and C. S. Steward.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

WE WANT YOU TO BENEFIT BY THESE DISPLAY CARDS.

LAST week dealers were advised to spruce up their stores for Christmas. It is hoped that a good many dealers have decided to make an effort to follow out this suggestion, and The Tobacco World wants to give help in this direction to everyone who needs or wants it.

In the latter part of the article, it was advised that both the display and business be helped out by the use of advertising cards which may be put in the window or placed at various points of vantage around the interior. Care should be taken that these do not crowd each other, as in such a case the entire effect is lost. Above all, the signs must be neat. The most up to-date dealers set such a rigid example in this respect now-a-days that carelessness in the matter is little short of criminal.

If the dealer has no way of having the cards printed by hand either by experts or by amateurs, and does not care to buy a block printing outfit, a good and inexpensive way of getting the material for the signs is for him to go to some printer and have him print the alphabet and the ten figures in two or three suitable sizes of type. The cost of this would be very small. The next investment should be in some black and red colored paper, or in fact any hue desired. There is danger of getting the signs too prismatic, however, and unless the dealer is sure of himself he would better stick to simple black and red.

Now, all that is necessary is to trace the letters which he got from the printer on the colored paper, as he needs them to frame a sentence, and then to cut them out. When they are pasted neatly on white cards the effect will be suprisingly striking, especially if the dealer exercises a little discretion in the arrangement on the card and the use of colors.

Just to top the article off, a few suggestions are offered for cards, which may be adapted by dealers to their needs. These can be used for pipes:

SANTA CLAUS HAS ALWAYS SMOKED PIPES LIKE THESE

He Says He Wants No Other When He's at Work

'Way Up at the North Pole.

A DOG
A BOOK
A PIPE
and
FATE CANNOT HARM YOU
OUR PIPES
ARE ON
TO THEIR JOB.

Here's one for cigars:

Cigars Fitted to Any Face
And Fitted to Any Palate.

If We Can't Suit You the Deal's Off

And one for cigarettes:

You Can Tell a Man
BY HIS
CIGARETTES.
If You are a Fastidious
Buyer and Smoker
We Ask You to Look at Our Stock
That's All We Have to Ask.

ENGLISH FIRMS ARE LEARNING HOW TO ADVERTISE.

A NUMBER of English firms have lately considerably departed from the conservatism and antiquated methods of advertising which is a proverbial characteristic of English business houses.

Among these is the firm of Martin Brothers, of London, which has been exploiting its cigars and tobacco very cleverly by means of printed matter. Recently it issued a series of four page leaflets, printed in colors and cleverly illustrated. One has the title, "For Odd Moments," and treats of "little cigars" that are "more than a cigarette—less than a cigar."

Another, on "Carlyle Tobacco," exploits a smoking tobacco that is "something distinctive. It took us seven years to make it so." The third tells about "The Cigars That Most Men Smoke"—the kind that is "mild and sweet." The fourth describes and illustrates "Havana Cigars: Nature Caught at Her Best." In each instance, the proposition is attractively and impressively set forth, and the chances are that smokers who receive the leaflets will file them away for reference—after sending the firm a sample order.

CHAS. A. MAIBERGER'S HANDSOME STORE IN TIFFIN, O.

THE above is a reproduction of Chas. A. Maiberger's store at Tiffin, O., and gives a good view of the retail department. Mr. Maiberger also does a jobbing business in cigars, this stock occupying other portions of the building. The house carries a large general line of goods, comprising all the more popular brands of cigars, tobaccos and cigarettes, as well as a nice assortment of pipes and other smokers' articles. This is one of the oldest establishments in central Ohio and is the leading store of the town.

MORE STOCK HINTS.

MANY and diverse are the suggestions offered cigar dealers as to the care of their stock, and although many dealers disagree on some points advanced as to just how a cigar may be made to hold its flavor, the dealer who does not consider himself an expert can weed himself out a number of tips from the lot, which he will find very useful.

Following is a list of hints made by a Chicago writer who treats his subject in a way which shows that he knows his business. He says:

It is a well-known fact that cigars, unless properly kept, rapidly deteriorate if allowed to become too dry or too moist, or if allowed to dry out at one time and become moist again when the conditions of the atmosphere are such as to make them absorb moisture. And it is also well known that fine Havana cigars should not be kept in the same case with the coarser grades, for they take on the flavor of the ranker brands when kept in the same compartment with them. In talking with cigar men around town many points will be brought out as to how a smaller dealer may keep up the quality of his stock and create for himself a distinctive and profitable trade. One of the best cigar men in Chicago has made the following recommendations:

1. Keep fine cigars in cases separated from the coarser grades.

2. In summer when the air is moist, use no water in the cases, for it is usually not necessary. In winter, when artificial heat must be used and the air is dry, keep the cigars moist by the use of open pans of water in the cases, or, better still, use the pans and set upright in them rolls of blotting paper reaching to the top of the case. Never let cigars dry out for then they lose their flavor.

3. In selling cigars do not be afraid to make a suggestion to the customer. If you have fine goods to offer—and you should have—suggest to him that some time when he comes in he try such and such a brand, if you think it is the kind of a cigar that will suit his taste.

4. Keep trying for a distinctive business. Get such a reputation for taste and discrimination as a cigar buyer by keeping your stock always in the proper condition that your customers will prefer to come blocks to trade with you rather than go to another store. In order to do this, you cannot afford to be loaded down entirely with the advertised brands. You must have room in your cases for the labels you yourself desire to push. Remember that the advertised cigars can be had in any store as a rule and are of the same quality as the brands you sell, and that your only advantage on these goods is in knowing how to keep them in better condition than the other fellow. If your customers know you as the purveyor of a certain cigar they like they will come to you for it, and it should be your endeavor to get as much of that kind of trade as possible.

5. Make yourself acquainted with the salesmen who come into your store. Find out from them how the big cigar dealers keep their cigars fresh in flavor, and copy their example wherever you can Next to finding an original way of doing a thing well is to find out how some successful man did the same thing.

* * *

A CIGAR DEALER named R. Jay Myers who recently entered business in a middle western city, is drumming up business by giving away chances on a graphophone, guaranteed to be new and in good order, with each cigar of a certain variety sold by him. The instrument is allowed to cough out selections at intervals for the edification of the customers, who seem much interested in the scheme. Talking machines can be bought pretty cheap these days and this seems like a fairly good method of introducing a new brand and increasing business. In some cases the dealer might find it possible to make some sort of a deal with the cigar manufacturer to reduce, or obviate entirely, the cost of the premiums.

Bookkeeping Done by Machinery

The value of time lost in balancing your accounts each night would pay for a National

The New Way

YOU ought to know at the close of the day the amounts and relative proportion of your cash and credit sales, payments received on account and the money paid out. You ought to compare these figures with those of previous days and so test the health of your business. . . . . ¶ A National will give you at a glance a detailed history of the day's business. Why waste your time with antiquated methods?

NATIONAL CASH REGISTER CO.
Dayton, Ohio. - - - - - U. S. A.

The Old Way

CUT OFF HERE AND MAIL TO US TODAY

NATIONAL CASH REGISTER CO., Dayton, O.
I own a _____ store. Please explain what kind of a register is best suited for my business.
This does not obligate me to buy. TOBACCO WORLD

Name _____
Address _____
No. Clerks _____

SUDDEN END OF ADAM KOHLER.

Manufacturer's Son Finds Lifeless Body With Gunshot Wound in Head.

York, Pa., Nov. 27.

Adam Kohler, a well known cigar manufacturer of Dallastown, was found dead by his son Howard, today, in a rear room of his cigar factory which adjoins the residence. A terrible wound in the head showed the cause of death, and a shot gun was hanging on a nearby nail in a position which would seem to indicate that Mr. Kohler had used it for his own destruction. As the manufacturer had been in the best of spirits no theory is possible but that he became suddenly insane.

Adam Kohler

Mr. Kohler was always of a very quiet and reserved disposition, and has been for many years a highly respected and widely known member of the trade. He was about 62 years old and had been engaged in the cigar manufacturing business since 1883. Several years ago he met with heavy losses in the west and was compelled to offer a settlement with creditors, which was accepted and business was resumed under the firm name of A. Kohler & Co.

He was a talented musician of more than local fame, a member of the I. O. O. F., and was honorably discharged from service in the late war, in which he served as a musician. He is survived by a wife and six children.

St. Louis Box Manufacturers Busy

St. Louis, Mo , Nov. 26.

Business with the St. Louis Cigar Box Co. is very good, orders continue to come in regularly and the firm's comfortable offices are the scenes of much activity.

The capacious and long established plant of the J. J. Weidman Cigar Box Co. is being ably conducted by the sons of the late Nestor of the Mound City box trade. Business is in fine shape and facilities are fully adequate for all orders. J.

J. M. VAUGHAN'S NEW FACTORY WILL SOON BE FINISHED.

The new factory of J. M. Vaughan, in Owensboro, Ky., is nearly finished, and will be one of the largest factories in the State. The new building is 180 by 80 feet and three stories high with a basement walled with brick. The total capacity of the house will be 500,000 pounds, and the building will be the largest in the city with the exception of the American Tobacco Co.'s factory on Grand avenue. The building will be ready to receive tobacco by December 15.

—The S. Reynaud perique tobacco barn at Lutcher, La., was destroyed by fire, and tobacco valued at $4,000 was burned.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH GRADE
Tobacco Spraying Goods
For Cigar and Leaf Tobacco Factories and Leaf Tobacco Dealers.
Misting, Spraying, Flavoring, Casing, Whitewashing.

The FOUNTAIN SPRAYER, for misting fillers, $4.00
The SIMPLICITY AUTOMATIC SPRAYER, 7.50
The LITTLE CLIMAX TOBACCO PUMP, 10.00
The PROGRESS, JR., SPRAYING MACHINE, 16.50
Also make large FIELD SPRAYER which covers four rows at one time.
Send for free Catalogue.

Dayton Supply Co., Dayton, O.
Successors to Nixon Nozzle & Machine Co.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
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119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

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AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. • Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

BUYERS ARE LEAVING THE HAVANA MARKET.

Business Will Slacken Up Now Until After the Turn of the New Year. Movement of Tobacco for the Week.

[Special Correspondence of The Tobacco World.]

HAVANA, November 21, 1904.

Owing to the deliveries made this past week of the heavy purchases during the previous one the number of bales show a larger total. The arrivals of fresh buyers have been only limited, and it almost looks now as if business may slacken somewhat until after the turn of the new year, when it will become active again, and all desirable goods will undoubtedly disappear from the market before the new crop can make its appearance and be counted upon as a factor.

There has been some call for old tobacco in Vuelta Abajo and Remedios, but the stocks are now so insignificant, consisting only of leavings, that such goods may be said to have disappeared from the Havana market. As far as Vuelta Abajo is concerned there are enough vegas to be had yet, but prices for good clean leaf are very firm, and holders show no disposition to part with it excepting at their asking figures. Poorer grades are fairly well supplied, and buyers can acquire them at their bids in most instances. Partido tobacco is getting scarcer and the finest vegas are gone, although there are some filler lots to be had yet at moderate prices.

As far as Remedios is concerned, it is estimated that not over 10,000 bales of first and second capaduras remain unsold in first hands, and they are held very stiffly. Sellers show no anxiety to part with them, as the country is swept bare of stocks and the tendency is still upwards.

Sales

were 10,169 bales, divided into 5821 of Vuelta Abajo, 790 of Partido and 3558 of Remedios. The buyers for the American market have taken 6749 bales, European exporters 1020 and the local cigar and cigarette manufacturers 2400 bales.

The weather in the country for the growing 1905 crop is in the main favorable, cloudy and cool, although there are reports from a few sections claiming that excessive rains have done some damage in drowning the young plants, which would necessitate a replanting of the fields. Fortunately seedlings continue to be abundant and low priced.

Buyers Come and Go.

Arrivals—Julius Vetterlein and Harry C. Vetterlein, of Julius Vetterlein & Co., Philadelphia; J. Kaffenburgh, of J. Kaffenburgh & Sons, Boston; A. Sommerguth, of Loeser & Wolf, Berlin, Germany.

Departures—A Santaella and Salvador Rodriguez, for Tampa; Leonard Friend, E. J. Weil and Joseph Meudelsohn, for New York; A. Sommerguth, for Berlin, via New York, and to leave on the 22d, Wm. V. Crump, for Chicago, via New Orleans.

Havana Cigar Manufacturers

are more or less busy yet, although the heavy demand for the holiday trade with Germany is over. Great Britain and the United States are ordering, however, in liberal quantities, with some calls from the minor consuming countries. The large independent factories are fully occupied, and it seems that the Trust is making efforts to compete more actively with them by trying to buy up all the leaf it can find in the country or in the Havana market.

The independents, however, have had the advantage in securing all the choice vegas in the beginning of the crop year, while the Trust has only purchased lately of what was left over of course. The smokers will be the judges of which cigars will appeal more to their tastes. The small factories are only working moderately.

The exports of cigars from Havana up to the 31st of October show, according to Custom House returns, the following slight differences, viz.:

	Cigars.
From January 1, 1903, to October 20, 1903	172,244,246
From January 1, 1904, to October 31, 1904	173,436,671
Inc. to all countries in 1904.	1,192,425

Unless there is a change for the better, this year promises to show a falling off rather than an increase as compared with 1903.

H. Upmann & Co. have good orders from London and the United States, keeping them fully occupied. Their shipments last week were 650,000 cigars.

Cifuentes, Fernandez & Co. note no slackening in their factory, as the Flor de tabacos de Partagas & Co. is still called for in large quantities.

Behrens & Co. also have no complaints to make, as the Sol factory's goods are solicited as much as ever in the United States as well as in Europe, independent of any holiday season.

Rabell, Costa, Vales & Co. are steadily marching ahead in their Ramon Allones and Cruz Roja factory. They are just filling an order for His Majesty the King of Portugal, all in dark, rich colors, exquisitely made and put up in handsome, artistic boxes, each cigar costing $1 wholesale. They have also important orders for dark colors for Portugal and other countries, thus giving them an opportunity to use the lighter colors for the American market.

J. F. Rocha & Co. are working with full steam in their Crepusculo factory, as they have one customer in England who orders 100,000 cigars per week. Nene and Jefferson are gaining ground in the United States.

Enrique Dorado & Co. find El Rico is making more friends in the American, as well as in the Canadian market every week, while Europe does not lag behind.

Remigio Lopez y Hno are busy turning out La mas Formosa and Magnetica de Cuba.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

A. Santaella has purchased 2000 bales additional of Vuelta Abajo during the past week, so that with his previous purchases and with the tobacco contracted for the holdings will amount to above

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaosalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

WALTER HIMML,

Leaf Tobacco Warehouse

AND

COMMISSION MERCHANT,

San Miguel 62, Havana, Cuba.

P. O. Box 397. Cable: HIMML.

SOBRINOS DE A. GONZALEZ

Leaf Tobacco Merchants

Principe Alfonso 116 y 118

Cable: "ANTERO." Habana.

ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA,

Successor to MARTINEZ, HEDESA & CO.

Packer and Exporter of Leaf Tobacco

102 Escobar Street, HABANA, CUBA.

Cable: "JEDESA."

Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,

Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, Habana, Cuba.

Bridat, Mont'Ros y Cª

Mercaderes 35 Havana

Exporters of Leaf Tobacco and Cigars

Cable Address: Bridat *Post Office Box 340*

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS

P. O. Box 298. Cable Address, "Aixalaco."

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39--41,

Cable Address: "Cuetara." Havana, Cuba.

5000 bales, all of tierra llana growth, and of the finest districts.

Salvador Rodriguez has been a liberal buyer, and is said to have paid the highest prices for Vuelta Abajo fillers this year, as he only selected vegas from the lowland districts of the Vuelta Abajo. His purchases foot up about 1000 bales in all.

Julius Vetterlein arrived here with his son, Harry C. Vetterlein, on the steamship Morro Castle on the 17th ult. He is undoubtedly one of the quickest buyers, knowing by glance at a ear of tobacco whether it will suit him or not, so the nickname given to him of the "Eagle Eye Buyer" seems to fit him perfectly. From an authoritative source it was learned that within 48 hours he had already purchased over 1000 bales of Remedios of the 1904 crop.

J. Bernheim & Sons are said to hold one half of the Remedios crop for their customers.

Sobrinos de Gonzalez were the biggest sellers again, delivering 2000 bales of Vuelta Abajo and Remedios.

Aixala & Co. follow suit by having turned over 1200 bales of the same kinds of growth.

Antonio Suarez disposed of 900 bales of Vuelta Abajo and Partido.

Leonard Friend was a very careful and conscientious buyer, selecting only such goods for his trade as would find a ready acceptance. He must have purchased fully 750 bales of Vuelta Abajo, Partido and Remedios in the country, as well as in the Havana market, and that he got them at the right prices there is not the slightest doubt.

Rabell, Costa & Co. closed several transactions, amounting to 630 bales of Vuelta Abajo, to Northern and local factories.

William H. Crump, who leaves tomorrow by the steamship Louisiana, via New Orleans, for his Chicago home, has made quite a prolonged stay in looking over the market, as well as in going all over the country, and he now takes along a varied assortment of the finest goods grown upon this island, which undoubtedly the firm of Crump Brothers will sell quickly and to the advantage of their customers. His purchases are said to have been quite heavy.

Suarez y Hno sold 350 bales of Vuelta Abajo.

Bruno Diaz & Co. disposed of 300 bales of Vuelta Abajo and Partido.

Jose F. Rocha closed out 200 bales of Vuelta Abajo to a Northern buyer.

Jose Menendez was a seller to the extent of 200 bales of Vuelta Abajo to a local factory.

Gonzalez, Benitez & Co. turned over 200 bales of Vuelta Abajo.

G. Solomon y Hnos sold 190 bales of Vuelta Abajo.

P. F. Carcaba disposed of 175 bales of Vuelta Abajo, besides purchasing for his firm of Garcia, Vega & Carcaba, New York and St. Augustine, 652 bales of San Juan y Martinez and San Luis vegas.

A. M. Calzada & Co. made one sale of 150 bales of Vuelta Abajo to a local manufacturer.

Loeb-Nunez Havana Company closed one transaction of 142 bales of Vuelta Abajo last week.

Joaquin Hedesa was a seller of 140 bales of Partido wrappers and fillers to local factories and Northern buyers.

Grau, Planas y Co. sold 100 bales of Remedios from their holdings.

A. Pazos y Co. have some trades, pending a slight difference in prices.

Garcia & Co. were busy as usual, and their sales are estimated at 500 bales of all kinds of leaf.

Voneiff & Vidal Cruz have been doing a fair business with their customers.

Mendelsohn Bornemann & Co. have done a phenomenal business during the last two months, as they have purchased over 8000 bales for their customers. It looks as if this house is going to be the leading commission house in the city of Havana. Don Jose Mendelsohn left on the 19th inst. to spend the coming Thanksgiving day with his family and take a well-earned respite from his arduous duties, so he may go at them again with renewed vim later on.

Charles Blasco has given full power of attorney to Juan E. Bory and Carlos M. Wintzer, each one to sign separatly. He has been buying close on to 1000 bales of all kinds of leaf for his customers during the past two weeks.

John N. Kolb when here had also purchased 200 bales of very fine Vuelta Abajo fillers for the Amsterdam Sumatra Co., of Philadelphia.

Ramon Fernandez, manager of the Theobald & Oppenheimer factory in Tampa, was instrumental in selecting the best Vuelta Abajo factory vegas, in order to be able to turn out as fine a cigar as any Tampa factory.

Receipts From the Country

	Week Ending Nov. 19. Bales	Since Jan. 1. Bales
Vuelta Abajo	2,498	227,847
Semi Vuelta	465	20,121
Partido	604	56,719
Matanzas	—	201
S. Clara & Remedios	2,668	72,346
Santiago de Cuba	—	616
Total	6,235	377,850

MILWAUKEE TRADE IN GOOD SHAPE

Review of All the Markets Shows Everything Satisfactory.

Milwaukee, Wis., Nov. 28.

Now that cold weather has set in there will be brisk times in the tobacco fields and packing houses of this State. The weeks of delightful Indian summer weather were not used to ease the leaf, and little trading was reported. Local buyers are beginning to sit up and notice things, but until the growers feel inclined to trade at prices offering, few sales of importance will be registered. This condition of affairs is not unusual, but rather the regular order of things. The holder is the market bull and the prospective buyer is the market bear.

The old leaf is gradually getting cleaned out, and much of it is reported to be choice. The late harvest, according to representatives of large concerns, who have returned from Stoughton, Edgerton and the Rock county districts, is in superb condition, because of the fine fall weather. On the whole Wisconsin's tobacco, both old and new, will bring a fair price.

The retail trade in the city has been very good. Most of the stores report improved business, with prospects of a gradual increase until after the holidays. New goods are coming in right along, as salesmen from the large Eastern houses have made their fall visit to the trade here, and each man has carried away considerable business.

The jobbing business in November was better than the average month, which is due to the fact that many of the leading stores here have been making bargain sales and permitted their stocks to get rather low.

The cigar box factories have also been heavily in the market for supplies of Spanish cedar, labels, bands, etc., because of the closeness of the holidays. Every city has its Christmas trade, but none more of it than Milwaukee, in proportion to its population. This is a good city for both wholesale and retail business.

The chain stores continue to do a fair business, though the five additional stores promised this fall have not materialized. It was the intention to add five to the present two, but whether this plan is still in the minds of the promoters cannot be said.

ANDERSON.

J. F. ROCHA & CO.

S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nené" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Estrella 42, Habana, Cuba.

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS.

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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J. J. SCHOENER & CO.
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169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
8. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Nov. 28.

The week in this city has been principally conspicuous by the non-development of anything which might be called sparkling news. Business moves along quietly with the trade, and there are neither very strenuous kicks, nor riotous exultation over the situation.

The Retail Cigar and Tobacco Dealers' Association held its meeting and finally decided to charter a car to carry a delegation to the "Anti-Trust Exposition" in your city during the week of December 12. The Association will have space at the Exposition, anyhow, and will, of course, have representatives present, all the week, but the entire delegation will not get to Philadelphia until Thursday, the special leaving NW York about 2 o'clock in the afternoon and leaving Philadelphia to return at 11 at night. The committee in charge of the affair comprises the following: W. E. Pattie, T. J. Donigan, W. W. St. John, Fred. Aschner and Sydney J. Freeman.

The Association also discussed the coupon system and decided by increased efforts to give an impetus to their business, and will advertise the system extensively. Signs are to be distributed throughout the city among the cigar stores which already use the system, telling about the Association's coupons, and dealers will be requested to distribute them with all independent goods, whether they are asked for or not. The Association will issue a new premium list, containing a number of additions to the old one, and many of the prizes will be found suitable for Christmas gifts.

James Ertheiler, leaf broker, has been elected vice president of the New York Leaf Tobacco Board of Trade, to succeed Jesse Mayer, who has retired from business. Mr. Ertheiler has been a member of the Board of Trustees for fourteen years.

The Florodora Tag Company, after scaring coupon collectors stiff, now announces officially that "all coupons which are now redeemable, will be redeemable under the 1905 offer," which of course means that thrifty consumers can go on saving for another year if they like, instead of scrambling the coupons together in order to have them redeemed before the first date set by the company.

A. Sommerguth, of Loeser & Wolff, of Berlin, who rank high among German manufacturers, reached New York from Havana last Tuesday and sailed for Germany Saturday. Mr. Sommerguth was accompanied by his wife.

Joseph Mendelsohn, of Meidelsohn, Bornemann & Co., is back in the office after nearly five months in Cuba, and will remain in New York over the new year.

The removal of B. Feifer & Co., manufacturers, to the firm's new factory at 427-9 East Seventy-sixth street, has been postponed until the first of next year, owing to the rush necessary to fill orders.

The Metropolitan Tobacco Co. has boosted the price of Sensation cut plug, which now sells for 39 less 2 for cash in ten days, in 1, 2 and 3 ounce foils, and 40 less 2, in 3 ounce foils, and 8 and 16 ounce tins.

The cigar department of Austin, Nichols & Co., of which J. Edward Cowles is manager, has gotten out a new size of the Sweet Violets brand, called Petit Duos, packed 50 in a box, and going to the trade at $30 with premium certificates. Retailers can sell the size at 5 cents or 6 for a quarter.

BUCK.

BOSTON DOING MORE NOW.

Better Demand for the Week and Goods are All Moving Well.

Boston, Nov. 27.

Trade for the past week with the retailers and local jobbers has improved to quite an extent, and the manufacturers also were kept very busy with plenty of orders on hand for holiday packages put up in fortieths and eightieths. As usual H. Fraiser & Co. are offering a deal to the retailers in connection with their Harvard and Pippin brands.

The 7-20-4, manufactured by R. G. Sullivan, is steadily gaining ground here, and for the holiday trade is being put up in several kinds of fancy boxes.

M. Levison, with B. Levison & Co., pipe manufacturers, of New York, spent a few days here during the past week calling on his many friends.

R. L. Goodrich is doing good work on the C. C. A. cigar, and is opening many new accounts.

J. Hart, with C. L. Polep, the popular Hanover street cigarist, reports a steady sale of Hustler cigars packed in eightieths, and says the Puritan little cigars are also giving satisfaction to their trade.

A. Kaffenburg, of I. Kaffenburg & Co., local Havana importers, is at present in Cuba looking over his firm's holdings of the new crop.

L. Miller & Sons, of New York, are placing in all the prominent cigar stores here a nice advertising card bearing the photo of all the world's rulers, including President Roosevelt, and advertising Leroy little cigars as "A Head of All."

The Seal of West Virginia stogies recently placed on this market by the American Tobacco Co., seem to be meeting with very poor success. Boston trade never took to stogies, and it was to be expected these goods would prove a failure here.

The Grand Jury of Bristol County has found indictments against three representatives of the American Tobacco Co., the charge being similar to the case recently tried in the Superior Court of Plymouth, Mass., when three other representatives of the Trust were found guilty.

Leo Mayer, of the Hilson Co., New York, was here last week. Hyneman Bros. are the New England distributors of this firm's Hoffman House cigar.

Another recent visitor in Boston was R. B. Cowley, representing the E. H. Gato Cigar Co.

Estabrook & Eaton have an elegant window display this week of their Marguerite cigars in various shapes.

L. L. Briggs, who is the proprietor of the Hotel Rexford cigar stand, enjoys a fine trade and carries a full assortment of both imported and domestic cigars.

S. S. Pierce Co. received this week by steamer Moro Castle from Havana a large consignment of cigars.

Sig Baum, of the Turco-American Tobacco Co., spent a few days here placing their new brand of mouthpiece cigarettes called Kef, that retail for 5 cents a package and are similar goods to Tolstoi, the Trust goods.

Rosenthal & Harrington, who now operate the cigar store formerly owned by Flashman Bros., 1026 Washington street, enjoy a good business, both wholesale and retail.

BEN ALI.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

A. D. Killheffer,
Millersville,
Penna.

Manufacturer of
High Grade
Cigars

Warranted
HAVANA FILLER
and
Free from Flavoring

PATRICK GORDON—Territory given good distributors everywhere.

MAY PRIZE—J. H. DOYLE, Burlington, N. J. Sole Distributor.

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RICHARD H. SMITH
ERNST SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUEHLER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.; Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

LANCASTER BUSINESS MODERATE

The Principal Activity for the Week was in New Goods.

Lancaster, Pa., Nov. 28.

A moderate business was done in the local leaf market during the past week, but trade was, of course, somewhat interrupted by the intervening holiday. Old goods are still being bought up, and not a great amount is now left in first hands. In the buying of the new crop there has been less activity during the first week.

This district seems to be keeping up the proud reputation for its large output, and while October revenue returns show a deficiency of 1,771,380, as compared with October of last year, yet it is the largest of any district in the United States by four and one-half millions. The exact number of cigars for which revenue was sold during October was 69,922,230. The next largest district was the Third New York, which numbered 65,026,870, the next one being the First of Pennsylvania, which reported 54,786,400.

During the four months of the present fiscal year the total output in this district was 266,910,550, while during the corresponding period of last year it was 274,806,700, a decrease of 7,890,150.

The Agricultural Department in reviewing the damage done this year to the growing crops estimates the loss at from $250,000 to $300,000, or about 20 to 25 per cent. of the entire crop. This estimate, however, is regarded by many as rather low.

P. W. Fry returned on Saturday last from a short trip to New York city.

Memmo M. Fry, head of the firm of Memmo M. Fry & Co., packers of leaf tobacco, started last week for Arizona, where he will spend the winter. During the past few years Mr. Fry has been spending the winter season in other climates for the benefit of his health, and was last year in the South. A change of scenes, however, he finds desirable, and has this year decided upon the higher altitude, as well as milder climate of Arizona.

Isaac Stranss, the cigarist at Chestnut and North Queen streets, is again about, having been laid up for some days with a touch of fever.

There were less than the usual quota of visiting leaf salesmen here this week, owing, presumably, to a desire to spend Thanksgiving at home.

Our cigar box manufacturers are well filled with orders, as is usual at this season of the year.

A. P. Snader, of Ephrata, is having a good holiday business, and his factory is running on full time with a complete force of workmen.

M. L. Bixler, who several weeks ago was refused the union label, is going out of the cigar manufacturing business.

H. H. Mayer, of this town, is doing jury duty this week at the Lancaster county Court.

A. B. Bemar is putting out a nice line of union goods direct with the jobbing branch.

S. N. Wolf, of Wolf & Hackman, at Akron, has just returned from a short business trip.

W. C. Fasig, of Reamstown, is confined by illness to a hospital in Lancaster. He has closed out his cigar business.

YORK FIGURES SHOW DECREASE.

Internal Revenue October Report Not So Favorable for Manufacturers.

York, Pa., Nov. 28.

Our cigar manufacturers have been reporting a pretty good business for the past month, yet the official figures of output by the sale of revenue stamps apparently do not show marvelously large business. One thing certain, however, is that the manufacturers of very cheap goods have more to complain of than those making a better class of product.

Leaf men all seem pretty well pleased with the present state of affairs, which shows a marked improvement over a month ago. Among cigar box manufacturers there is not as much of a rush for boxes as is often the case at this time of the year, but all are moderately busy. My report of several weeks ago to the effect that there did not seem to be so much demand for special holiday packages this year is confirmed by the cigar box manufacturers.

S. L. Johnson, of McSherrystown, recently returned from a leaf inspection trip through Wisconsin.

Members of the Blue Label League of Pennsylvania are constantly becoming more vigilant and are prosecuting the work leading toward the detection of fraud in labels more vigorously than ever before.

While the cigar trade has held up fairly well business has apparently fallen off more among our several tobacco manufacturing establishments, of which one of the largest in the district is located here. The total output during October according to Internal Revenue returns was 40,176 pounds. In October of last year it was 47,571, a decrease of 7395 pounds. Since the beginning of the present fiscal year there have been produced here 195,166 pounds of tobacco, and during the same period last year the figures were 180,033, showing a gain over last year of 35,133. It was only during the last month that there was any noticeable falling off.

Activity has been revived in the tobacco growing districts of this county, and among the heavier purchasers were A. Somneman & Sons, of this city. Purchases were made principally in the lower end of the county and around Chanceford. Representatives of the American Tobacco Company have also been in the field, but their purchases have so far not been so extensive. Mr. Snyder, a buyer for Otto Eisenlohr & Bros., of Philadelphia, is said to have secured some of the choicest crop in this section. The prevailing prices are 8 and 2 cents, although occasional crops are bought at 9 and 2.

Frank J. Smeringer, of Hanover, has broken ground in West Hanover for the erection of a new cigar box factory, which will be built of brick and will be 50x100 feet in dimensions.

E. A. Arnold, of South Queen street, has purchased the stock and fixtures of S. A. Price's cigar factory, East South street, and will take charge of the plant December 1. The business will be continued on a larger scale. Mr. Arnold has also leased the Price has been employed at Myers & factory and residence. The purchaser Adams' cigar factory for a number of years and is thoroughly acquainted with the cigar business.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila

L. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

J. H. WITTER & SON,
Wholesale Manufacturers of
Fine Havana CIGARS
Sheridan, Pa.

CONRAD WEISER 5c. CIGARS
The largest and best *Clear Havana Filled Five Cent Cigar* on the market.
Made in Four Sizes.
OUR GUARANTEE goes with the CONRAD WEISER Cigars that they are Clear Havana Filler, Connecticut Binder and Sumatra Wrapper.
We invite correspondence with Wholesale Dealers and Jobbers, and furnish FREE SAMPLES to RESPONSIBLE HOUSES.
They are Money-Makers to Anyone. If you do not handle them, write at once and be convinced.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
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PHILADELPHIA, NOV. 30, 1904.

REGARDING THE FIGHT IN CHICAGO.

The Independent Tobacco Manufacturers' Promoting Co. which was recently formed by a rally of Chicago independent jobbers and dealers, announces that it will not manufacture cigars, but will devote all its efforts to producing smoking and plug tobacco, to be put before the consumer at an easy price.

As is generally known, this company is the result of the fight in Chicago against the United Cigar Stores Co., the independent dealers having come to the conclusion that the only way to make any sort of a resistance is to adopt the same weapons. It was at first supposed by many that the prospective independent plant was to put out a complete line of goods, but it was decided that it would be a mistake to try to affect the cigar market in this way, the several reasons for which will be immediately apparent to every dealer.

The United Stores Co. does a large business in smoking and plug tobaccos, and it is safe to say that in the majority of cities the most substantial part of their trade comes from that class of consumers. The Chicago merchants expect to get the trade in this way: They assert that the regulation two-ounce packages which sold for five cents, have been reduced in weight to one and two-thirds ounces, which, in the aggregate, makes a tremendous difference in profits; it is also said that the size of plug tobacco has been reduced, and when the Independent Tobacco Manufacturers' Promoting Co. places its goods on the counters in the old sizes and prices, and at the same time guarantees quality, the consumer is expected to fall at once.

The outcome evidently depends on how long the independents can hold their nerve and make their money last. If they look for a "vacant" sign on the doors of the United Cigar Stores at the end of the first week, they will doubtless receive a mighty surprise. But if they are prepared and loaded to plug away indefinitely, they have got a pretty good chance, as no corporation, however big, is fond of playing a losing game.

THE LAW IN MASSACHUSETTS AGAINST CONDITION SALES.

Massachusetts as a State, is probably not making much of a hit with the American Tobacco Co. at present, owing to the uncomfortable laws, which it is being demonstrated, were made for use as well as ornament.

There is a case at the head of the Superior Criminal Court docket of Taunton now, in which two representatives of this company are the defendants on a charge of having violated the state law entitled "a law for the protection of traders," which was passed by the Legislature of 1901, and inasmuch as it is fair to presume that these men—who have been the accredited representatives of the American Tobacco Co. for some years—were obeying instructions, the real defendent is resultantly the employing company.

That portion of the law under which the defendants are being prosecuted is as follows:

> Any person, firm, corporation or association of persons doing business in this commonwealth shall not make it a condition of the sale of goods, wares or merchandise that the purchaser shall not sell or deal in the goods, wares or merchandise of any other person, firm, corporation or association of persons, but the provisions of this section shall not prohibit the appointment of agents or sole agents for the sale of nor the making of contracts for the exclusive sale of goods, wares or merchandise.

The jobbers of Massachusetts in their relations with the American Tobacco Co. have been in the same position as those in other States, and like those, they have been very restless under the yoke. Although this law has been a law for three years, the discovery that it could be enforced does not seem to have been made until recently.

It goes without saying that a conviction will cause more or less change in the situation, and already, jobbers in other States are casting about them to see what can be done in the same direction.

WE publish in other columns an extended article consisting of portions of the annual report of Secretary of Agriculture James Wilson, which is being issued today. The matter comprises detailed accounts of the work of the Bureau of Soils in testing various sections of the country for the cultivation of tobacco, and will be interesting not only to growers, but to every man in the trade.

The report contains a surprising amount of information as to what has actually been accomplished in opening up new territory for tobacco farmers and permits of a prophecy as to the early and rapid development which we may expect to witness in the industry. The grower is of course vitally concerned, the manufacturer naturally, and, last but not least, the jobber and retailer, who can view the operations of the Government's experts, with a reasonable hope that they will ultimately provide more satisfactory prices.

JAMES B. DUKE TAKES A WIFE.

Head of American Tobacco Co. Weds Mrs. Lillian N. McCredy.

Outside of the immediate circle of friends of James B. Duke, president and principal of the American Tobacco Co., much surprise was occasioned in the trade by the announcement of the tobacco magnate's marriage in Camden, N. J., on Tuesday, to Mrs. Lillian N McCredy, of 11 West Sixty-eighth street, New York City. Mrs. McCredy is a widow, said to be wealthy in her own right, and a cousin of James J Seal, president of the Philadelphia Consolidated Stock Exchange, at whose house in Cooper street, Camden, the wedding ceremony took place.

Mr. Duke and his bride elect came over from New York Monday night and went to separate hotels, Mr. Duke to the Walton and his fiance to the Bellevue-Stratford. About 2 o'clock they took separate carriages and were driven across the ferry direct to Mr. Seals' home. Rev. Marshall Owens, pastor of the Centenary M. E. Church, knew when to reach the house and a half an hour later the pair were made man and wife, with Mr. Duke's brother, Mrs. Seal, her son, and Mrs. McCredy's maid as the sole witnesses. There was a luncheon, and the wedding party returned to the Reading Terminal, to go to New York. They will take steamer today for a tour of Europe.

Mr. Duke is 48 years of age and his bride is about ten years his junior. The foundation of his great fortune was laid in Durham, N. C., where a business founded by his father grew to immense proportions, finally becoming the nucleus of the American Tobacco Company. He and his brother, B. B. Duke, are the largest stockholders of the great corporation.

Mr. Duke, so far as known, has never shown the least inclination to change his single life. Since going to New York he has lived at the Hoffman House when business required him to remain in the city over night, and his courtship has been so quiet that not even his close business associates knew of his intentions. Mr. Duke has a magnificent country place at Somerville, N. J., on which he has spent an enormous sum of money and it is probable that the couple will make this their home much of the time.

Philadelphia Tobacco Trade.

Has American Tobacco Co. Taken Building at Eighth and Chestnut?

A strong rumor was going the rounds of the trade yesterday and today to the effect that the Penn Tobacco Company, which is giving a discount on certain goods, was making arrangements to lease the old Partridge & Richardson building at Eighth and Chestnut streets, and would occupy it as the official distributors of the goods of the American Tobacco Co.

P. F. Murphy refused to make any statement as to the truth of the rumor and when asked point blank whether he was negotiating for the building, said: "I decline to answer that question," in a tone which permitted the questioner to imply an affirmative answer.

On the other hand, Philadelphia jobbers in general still scout the idea that the Penn Tobacco Co. has any franchise at all or will have from the American Tobacco Co., and say that the Co. will continue to cut prices only as long as its capital holds out.

One of the most prominent jobbers in the city said last (Tuesday) night: "In the first place, the building at Eighth and Chestnut streets would cost much more than it could earn, and would constitute an extremely bad location as a distributing point. Moreover, a high official of the American Tobacco Co. stated to me as late as this evening, that the Company would not give its business to any one, two or three jobbers in this market, but would maintain a strictly open market.

"Moreover, the Company will prevent price cutting, by a clause in its contracts which are now being closed with jobbers, providing that if a jobber sells more than a normal amount of goods on a six month's period, a natural increase of business being provided for, the Company will put up the price ten per cent on him, until the beginning of the next six months. That is, a jobber can have only so many goods at the regular price, but that quantity is all and more than he would need with his normal amount of trade and at regular prices. Consequently it would not do him a particle of good to rush his goods out as he couldn't get any more except at ruinous prices."

The advertisement of A. C. Valentin, one of the oldest cigar houses in Philadelphia, appears on page 6 of this issue of The Tobacco World. During Mr. Valentin's long service in the trade he has had much valuable experience, the benefit of which he will cheerfully give to any of his patrons who may seek his advice and judgment of cigar quality. His stock is inclusive of a large line of the best goods, and that he is in a position to successfully meet all competition is undoubted.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

HILADELPHIA, PA., U. S. A.

OUR TWO BIG SELLERS

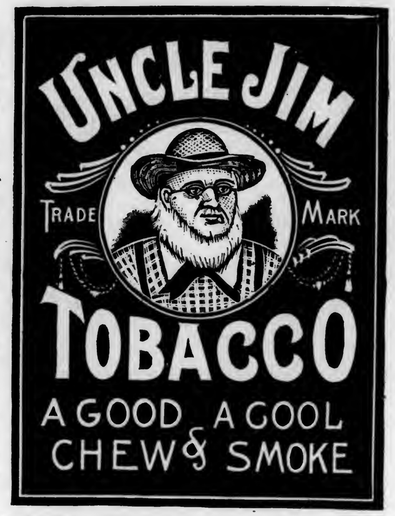
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

For

The Best Boxes

Go to

WEIDMAN & MOYER

CIGAR BOX Manufacturers

Womelsdorf, Pa.

Correspondence Solicited.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

REMEDIOS

VUELTA ABAJO

SANTA CLARA

E. A. CÁLVES & CO.

IMPORTERS OF

TRADE MARK

HAVANA

123 NORTH THIRD STREET,

PHILADELPHIA

PARTIDOS

The Porto Rico Cigar Company

MANUFACTURERS OF

High and Medium Grades of

DOMESTIC CIGARS

Some of our brands that won a **Silver Medal** at the World's Fair in St. Louis:

Major Paul, Asteria, King Leo Crooks,
Gallant Knight, Ognette, Flor de Royal Crooks.

Capacity, Thirty Thousand per Day.

Red Lion, Pa.

Correspondence with the Wholesale and Jobbing Trade Only Invited.

L. A. PEARSON,

Packer & Dealer in All Kinds of

Cigar Leaf Tobacco

ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.

Warehouses---West Milton, O.
Branch---Yorkshire, O.

Buyers in All Tobacco Districts of the World

Main Office, West Milton, Ohio.

THE LOUIS NEWBURGH CO.

PACKERS OF

Zimmer Spanish and Little Dutch

MAIN OFFICE, HAMILTON, OHIO.

Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY

Makers of the

BACHELOR CIGAR

ALLENTOWN, - - - PENNA.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

—A. W. ZUG—

LANCASTER - - PENNSYLVANIA

High Grade Cigars

Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen. All our **Business** is **Transacted Direct** with the Wholesale Houses.
Please place yourself in correspondence with us. We will save you money.

THE PHILADELPHIA TOBACCO TRADE.

Run on the Florodora.

The Philadelphia headquarters of the Florodora Tag Co., on Arch street below Eighth has presented an exterior appearance for a week which suggested a run on a bank. The Company's original announcement that all coupons, etc., must be redeemed before November 30, today, or would be worthless, brought a tremendous swarm of people around the place, to control the eagerness of which required the services of the police.

The Company extended the original date a year, but news of the extension did not get around as quickly as that of the forfeit date, and the multitude of those holding coupons and tags continued to enlarge.

The Company put out a sign notifying the crowd of the change of date, but the majority of those who had brought coupons to be redeemed, carried out their intention which was probably quite satisfactory to the Company as it is anxious to clear up as much old business as possible.

The Liberman Funeral.

The funeral services of Isadore Liberman, head of the Liberman Manufacturing Co., of North Third street, who died in the Presbyterian Hospital a week ago, were held on Friday morning at 10 o'clock at the late residence, 2207 North Eighteenth street. A large number of the dead man's friends were present and heard an impressive discourse by the Rev. Dr. Krauskopf, who officiated. Burial took place in Adath Jeshuran cemetery.

Announcement has been made that the Liberman business will be continued under the same firm name, Bernard Liberman being an important member of the company.

With Manufacturers and Jobbers.

Mr. Narrigan's Silver Anniversary.

A very pleasant reception was held a few evenings ago at the residence of Harvey D. Narrigan, 1638 Marshall street, in celebration of Mr. Narrigan's twenty fifth wedding anniversary, at which several members of the trade were on hand to congratulate the popular jobber. Nearly one hundred guests were present who entered heartily into the festivities of the evening, and the host and hostess were the recipients of numerous valuable gifts.

Among those present were Z. J. Norris and family, C. Brown and family, Charles Miller, A. Bowen and F. B. Robertson, the latter of whom entertained the company with a recitation. Genial John Brown had been scheduled to relate the experience of his twenty-eight years of married life but was unfortunately compelled to excuse himself owing to a slight attack of bronchitis, but Charles Miller, well known in the trade had a busy night of it watching Robby with his camera.

A. J. Brady, of McSherrystown, Pa., was in Philadelphia this week and secured H. D. Narrigan & Co. as distributing agents for his popular Robert E. Pattison cigar.

George Bremer, of Bremer Bros. & Boehm, who has charge of the affairs of Dominguez Bros., which firm recently went into bankruptcy, has sold the stock on hand in the factory and is offering the plant for sale.

The Keystone Tobacco Co., of North Ninth street, is making a very attractive display of the Red Devil chewing and smoking tobacco, of which Arthur Hagan & Co. are the eastern agents. The store window is arranged with considerable taste.

Vetterlein Bros advertised all the week for more cigarmakers in order to fill the rush of orders that have come in lately. Evidently this must be the case with other factories also, as cigarmakers seem to be very scarce.

John N. Kolb, manager for the Theobald & Oppenheimer Co., spends most of his time up the State now, looking after the factories that are turning out the Quatility cigars. All the factories are rushed to capacity to keep up with the run on the cigar.

The Vicente Portuondo Co. received a number of large orders this week and enough business is already on hand to keep the factories up to their full capacity.

The Krull cigar made by Chas. A. Krull at 1924 Oxford street, and first put on the market a few months ago has grown in sales at a wonderfully rapid rate, particularly in the northwest and northeast sections of the city. The product is being exploited in various ways. Mr. Krull's strong faith in advertising value has materially aided him in accomplishing his undertakings quickly and in the successful launching of his leader in nickel goods.

There is not a more popular purveyor of high grade Havana goods in the city than M. Hernandez, whose well known products are now being given merited publicity in these columns. The manufacture of cigars ranging in price from $50 to $250 is rather unusual for Philadelphia, but Mr. Hernandez is offering an exceptionally fine product. Aside from his own brands, which include the El Fennix, a 5 cent article and the Ilesworth, a clear Havana product, a goodly portion of his business is the manufacture of private brands for various large distributors, which class of trade he has successfully catered to for many years.

Leaf Dealers' Jottings.

George F. Schnath, of Schroeder & Arguimbau, New York leaf dealers, is in Philadelphia this week looking out for his house.

Harry Nathans, Western representative of the Loeb Nunez Co., is in Philadelphia again after a sojourn of two months in Cuba.

Richard H. Bythiner, son of Louis Bythiner, of this city, was in town a few

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

days last week, in the interest of H. Duys & Co., Sumatra importers of New York, with whom he has been connected for several years past.

Frank Dominguez Back.

Frank Dominguez, of E. A. Calves & Co., has returned from Cuba where he spent about a month buying for the house. Mr. Dominguez says that the crop condition was not particularly satisfactory to American buyers as while he saw some very fine tobacco, much of the market was poor, despite which fact very high prices ruled. The buyers were thinning out when he left.

Mr. Dominguez said that there is a strong movement in progress on the Island to induce the Government to effect a treaty with Spain reducing the tariff on tobacco, and it is probable that some formal action will soon be taken. In regard to the export stamp President Palma was asked to provide, Mr. Dominguez said that the most of the agitation was conducted by the newspapers and that Cuban manufacturers are not nearly so excited over the matter as might be supposed from reading the reports.

The leaf firm of Bremer Bros. & Boehm, on North Third street, announce a change in the firm name to take effect tomorrow, December 1, on and after which the house will do business under the name of Bremer Bros.

L. P. Kimmig, of L. P. Kimmig & Co., who is on a business trip through the middle West, reports a number of big orders in Milwaukee, Chicago and St. Louis, and says that trade conditions are perfectly satisfactory. The majority of Mr. Kimmig's sales are in 1903 Pennsylvania.

The Amsterdam Sumatra Co. have been having a fair run of business lately and report the market as improving with them. This house does considerable business in Sumatra. C. Robinson, one of the firm's outside men is in the city for a few days, but will shortly leave on another trip.

George Newman, of Young & Newman, made another of several trips up the State last week and reported business as fair in the sections he visited.

Here and There With the Retailers

Lowengrund Buys Bankrupt Dominguez Stock.

I. Lowengrund has purchased the output of the factory of Dominguez Bros. which firm went into bankruptcy two or three months ago, and will at once put the cigars on the market, selling them at half the retail price.

Mr. Lowengrund's purchase comprises about 490,000 cigars, consisting of a long list of brands. The 5 cent product will be sold at $2.50 and the 10 cent clear Havana at $5. These include Dominguez Londres, Dominguez Panetelas, La Petits and Chico Brevas, in the former price, and Havana Express Co., Lady Helen, Lady Lennox and D'Oro Perfecto, in the clear Havana goods. Mr. Lowengrund received the cigars on Monday and will put them on sale tomorrow.

Yahn & McDonnell's New Brand.

Yahn & McDonnell, Fifteenth and Chestnut street jobbers and dealers, put a new brand on the market last week which was made especially for them. The cigar is put up in a beautiful package and is moving out well at $6 or four for a quarter. Tun Tavern is the name of the label, which consists of a picture of the quaint old tavern situated on Delaware avenue a century ago, which was the first meeting place of the Masonic Lodges of Philadelphia. The label, which is embossed in colors, is made from a rare picture, the original building having been torn down many years ago.

BIG MEETING AT EXPOSITION.

Independent Manufacturers' Organizations will be in Congress Dec. 12.

John Landstreet, President of the Independent Tobacco Manufacturers' Association, of Richmond, and of the Independent Tobacco Manufacturers' League, with headquarters at New York, has sent out notices calling meetings in Horticultural Hall, Philadelphia, during the week of December 12, in conjunction with the anti-Trust Exposition which is to beld in the same building that week.

At the meeting of the Manufacturers' League interesting reports of the work of the League will be made by Hugh Campbell, Chairman of the Executive Committee. The first session will be called to order at 11 o'clock in the morning December 12.

The assembly of the Independent Tobacco Manufacturers' Association will constitute the third annual meeting of the Association and the congress will occupy two days of the week—Monday and Tuesday. Headquarters will be established at the Hotel Walton, and the meetings will be held in Horticultural Hall.

The Executive Committee and all standing committees will meet at Horticultural Hall, at 10 A. M., December 12, for the purpose of preparing reports, mapping out the order of business, and forming a programme to be submitted to the meeting, and the various members of these committees, together with the officers of the Association are requested to report promptly at that hour.

It has been proposed that this meeting should consider the proposition to amalgamate all the various allied Associations and interests into one strong active organization, in all respects equipped to handle in effective way all questions arising for the general good, and this question alone is of so great importance that every interest should be fully represented.

Many allied organizations have been invited, and will be represented by committees, and independent jobbers and dealers generally have been asked to meet the Association and present their views.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

MIDDLE AGED GENTLEMAN wishes a position in a warehouse packing and repacking leaf tobacco. Fifteen years experience in growing and packing same. Not afraid of work and of making himself useful. Address, Box 122, care of Tobacco World, Phila. c

SALESMAN, with established trade in Pennsylvania, is open to engagement with first-class leaf house carrying a full line of goods Address SALESMAN, Box 126, care of Tobacco World. 11-16-r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

WANTED—An Experienced Foreman on medium and high-grade cigars, for a large Western factory. Address A, Box 124, care of Tobacco World. 11-23a

WANTED.—A thorough Bookkeeper with office executive ability and knowledge of leaf tobacco business. Address, Box 123, care of Tobacco World. c

P. C. SHAW,

Manufacturer of

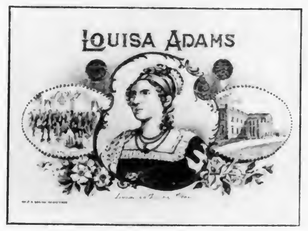
FINE and MEDIUM CIGARS

Dallastown, Penna.

SPECIAL BRANDS:

GEORGE F. NASH, JOHN SELDEN,
GOV. THOMAS HUTCHINSON,
BEN DE BAR, ANDREW ROBSON.

A Specialty of Private Brands for the Wholesale and Jobbing Trade.
Correspondence solicited. Samples on application.



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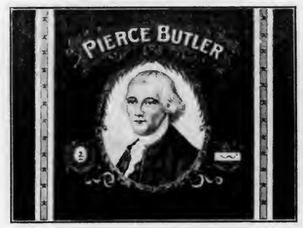
Windsor, Pa.



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Our Leaders include:

HONEYSUCKLE, ROSE SHOW,
JUMBO, LIBBY DEAR,
VERELDA, MICHIGAN CHIEF,
CARISIMA, HIGH CHANCELLOR,
MODEL AMERICAN, and Others.

Particulars cheerfully given to responsible inquirers, and Correspondence with Wholesale and Jobbing Trade only invited.

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of

HIGH GRADE

Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

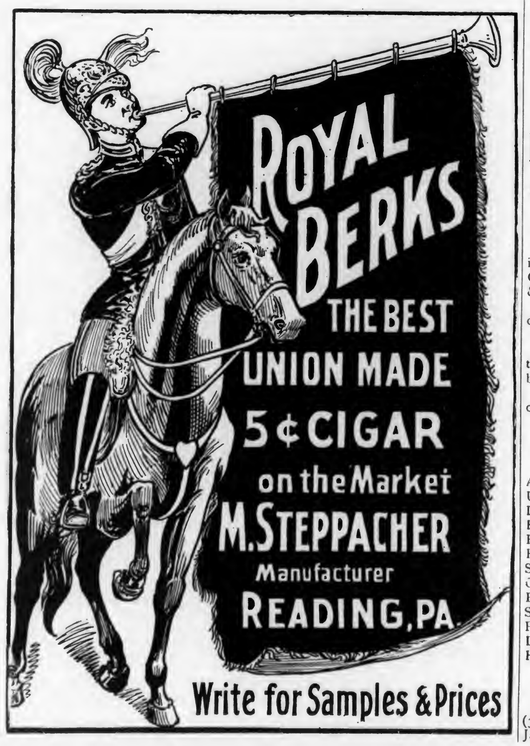
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.

The Centre of the Best Zimmer Growing District.



READING, LEBANON AND OTHERS.

Notes of the Trade from a Circle of Pennsylvania Towns.

Reading, Pa., Nov. 28.

The retailers of this city had a fairly good business for Thanksgiving week, and much of it is due to their own individual efforts. As retailers, our tradesmen are progressing very well, and we will soon be able to class them as among the most energetic in the country.

The manufacturers are uniformly busy and several factories would employ more hands if suitable people could be secured. It is said that one factory recently started here cannot get as many hands as they had hoped to employ.

Several of our Reading cigar manufacturers have been awarded prizes for exhibits of goods at the World's Fair. They are E. E. Kahler, John T. Brossman and E. M. Keller.

LEBANON.

George R. Jones has one of the finest cigar stores in Lebanon, at 818 Cumberland street, and carries a complete stock of fine goods, including an unique line of smokers' articles and pipes. He is enjoying a good trade.

W. R. Bobb, manufacturer and retailer at 14 North Ninth street, is an old established member of the trade and enjoys a very good business. His leaders are the Cuba, a Havana hand-made cigar, and Key West, an all Havana handmade cigar. In cheap goods he is driving the Gold King, 2-4-5 brand.

Charles A. Oberley, reports good business. He is making strong efforts on his Social Puff and Star brands, which seem to be catching on nicely.

MYERSTOWN.

R. F. Holtzman, who used to conduct a cigar factory here, has sold out his business to enter Uncle Sam's service as a rural mail carrier.

H. W. Moyer is also conducting a small factory here and is enlarging his business steadily.

George W. Holtzman, cigar box manufacturer, is exceedingly busy at present, and has quite a good trade from the surrounding country.

WOMELSDORF.

C. J. Lackman, who was in the cigar business here for some time, has discontinued.

Weidman & Moyer, cigar box manufacturers, are simply rushed with orders, all for almost immediate delivery, and it is taxing their lately increased capacity to the utmost.

RORESONIA.

W. C. Haldeman, formerly in the cigar business here, has sold out.

Imports of Tobacco, etc

Arrivals at the port of New York from foreign points during the week ending Nov. 28, 1904.

Havana.—Trinidad Shipping & Trading Co., 65 barrels cigarettes; W. R. Grace & Co., 2 cases do.; Jas. E. Ward & Co., 47 cases cigars and cigarettes.

Liverpool—American Tobacco Co., 60 cases cigarette paper.

Mayaguez—Order, 2 cases cigars.

Trieste—Schinasi Bros., 1,613 bales tobacco; American Tobacco Co., 677 bales do.

Vera Cruz—J. E. Ward & Co., 23 cases cigars, 45 bales tobacco, 64 cases do.

SUMATRA TOBACCO.

Str. Amsteldyke, arrived Nov. 26: (505 bales; 6 cases.)

A. Cohn & Co.	111 bales
United Cigar Manufacturers	94 "
L. Schmid & Co.	47 "
H. Duys & Co.	47 "
F. & E. Cranz	45 "
Hinsdale Smith & Co.	42 "
S. Rossin & Sons	30 "
Order	28 "
E. Rosenwald & Bro.	25 "
S. Dresdner	16 "
Pretzfeld & Co.	15 "
L. Friedman & Co.	5 "
Herz Bros	6 cases

HAVANA TOBACCO.

Str. Morro Castle, arrived Nov. 22: (3,279 bales.; 147 bbls.; 701 cs.; 4 trunks.)

Jas. E. Ward & Co.	2,117 bales
Friend & Co.	279 bales
A. Pazos & Co.	110 "
S. L. Goldberg & Sons	106 "
Havemeyer & Vigelius	100 "
Selgas, Suarez & Co.	88 "
M. D. T. Co	78 "
F. Miranda & Co.	78 "
E. Ellinger	65 "
D. H. Delmonte	57 "
American Cigar Co.	45 "
S. Rossin & Sons	35 "
A. Murphy & Co.	30 "
J. Bernheim & Son	21 "
Kohlberg Bros. & Ruthenberg	20 "
J. W. Merriam & Co.	17 "
I. Bijur & Son	10 "
Lewis Sylvester	5 "
Max Schwarz	5 "
Calixto Lopez & Co.	3 "
E. Regensburg & Sons	34 bbls.
Carl Vogt's Sons	31 "
Rothschild & Bro.	23 "
S. Ruppin	17 "
A. Blumlein & Co.	14 "
Jas E. Ward & Co.	13 "
S. L. Goldberg & Sons	10 "
Hinsdale Smith & Co.	5 "
Jas. E. Ward & Co.	391 cases
Havana Tobacco Co.	310 "
Jas. E. Ward & Co.	4 trnks

Str. Havana, arrived Nov. 25: 526 Lales.)

Jas. E. Ward & Co.	325 bales
E. Rosenwald & Bro.	100 "
E. Hoffman & Sons	60 "
J. Bernheim & Son	14 "
Jose Sala	12 "
S. Rossin & Son	10 "
Alex. Murphy	5 "

HAVANA CIGARS

Str. Morro Castle, arrived Nov. 22: (118 cases.)

Park & Tilford	58 cases
G. S. Nicholas	14 "
Waldorf Astoria Segar Co.	10 "
Arkell & Douglas	5 "
National Cuba Co.	5 "
Duncan & Moorehead	5 "
J. H. Jebry & Co.	3 "
H. Walker & Son	3 "
Victor Lopez	3 "
Robert E. Lane	3 "
L. J. Spence	2 "
C. D. Stone & Co.	1 case
M. D. T. Co.	1 "
Chas. H. Wyman & Co.	1 "
Colombian Consul	1 "
Simon Batt & Co.	1 "
L. G. Smith & Co.	1 "
Michaelis & Lindemann	1 "

Str. Havana, arrived Nov. 25:

G. W. Sheldon & Co.	2 cases
Canadian Pacific R. R. Co.,	2 "
Trinidad Shipping & Trading Co.	2 "
Cuban American Mfg. Co.	1 case

PORTO RICAN TOBACCO.

Str. Ponce, arrived Nov. 28: (116 bales.)

West Indies Cigar Co.	44 bales
Sola & Co.	34 "
C. Mendez	25 "
Cayey Caguas Cigar Co.	13 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Nov. 28: (223 cases; 11 boxes.)

American Express Co.	76 cases
Am. W. I. C. Co.	28 "
Mateo Rucabado	20 "
West Indies Cigar Co.	18 "
Durlach Bros.	16 "
Cadiz Cigar Co.	9 "
Cayey Caguas Cigar Co.	8 "
Victor Malga & Co.	8 "
F. Bonilla & Co.	7 "
Arguelles, Manrique, Sola & Co.	5 "
G. W. Sheldon & Co.	5 "
DeFord & Co.	5 "
A. S. Lascelles & Co.	4 "
G. Preston	4 "
C. Mendez	4 "
Antilles Trading Co.	3 "
A. Baldwin & Co.	3 "
American Tobacco Co.	10 boxes
Order	1 box

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,

LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,

LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER, PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

110 & 112 W. Walnut St., **LANCASTER, PA.**

UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.

LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

Truman D. Shertzer,

Packer of and Dealer in **Leaf Tobacco**

No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

PAN
Are You Still Watching?

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

GOVERNMENT REPORTS ON ITS EXPERIMENTS IN TOBACCO GROWING DURING THE YEAR.

Extracts from the Report of the Secretary of Agriculture which will be Issued This Week Make Interesting Reading and Demonstrate that Investigations Have Resulted in Valuable Discoveries.

Washington, D. C., Nov. 29.

The annual report of Secretary of Agriculture Wilson, which will be made public to-morrow, will contain highly interesting and valuable information concerning the investigations and experiments, which the Bureau of Soils of the Department has been conducting in various parts of the United States during the past year, in order properly to guage the soil resources of the country as regards the production of tobacco. After a paragraph concerning disease in tobacco, the report takes up the main subject, as follows:

Diseases of Tobacco.

"The most serious disease of tobacco in the United States during the past season has been the new malady called 'wilt.' This has been very destructive in certain portions of the South, and so rapid has been the spread of the trouble that it threatens the complete destruction of the large tobacco industry in North Carolina. Evidence is at hand that this disease is very similar to other wilt troubles, and that it may eventually succumb to treatment through the selection and development of resistent types. Work with a view of securing these types is now being conducted.

Tobacco Investigations.

"In the line of tobacco investigations carried on by the Bureau of Soils the most important work during the past fiscal year has been the experimental growing of Cuban seed tobacco on certain soils in Texas, Alabama, and South Carolina. This work was begun in July, 1903, in cooperation with leading farmers in the several States. Thirteen acres were planted in Texas, three in Alabama, and three in South Carolina. The success of this first trial led to further plantings by the Department in 1904, when trial tracts were established at Nacogdoches, Crockett, and Giddings, in Texas, where a total of 12 acres was planted. One tract in Perry County, Ala., and one in Orange County, S. C., were established, each with three acres in tobacco.

"Samples of the tobacco grown in 1903 were submitted to the trade, and the opinion is that the Texas leaf has considerable merit, both in regard to flavor and aroma, and some have pronounced it to be superior to any filler yet grown in this country. The Alabama filler leaf is considered fair, but not equal to the Texas leaf, while the filler grown in South Carolina does not meet with as much favor as that grown in the two States already mentioned.

"The commercial value placed upon this leaf by different tobacco brokers varies considerably, ranging from 18 to 40 cents a pound.

"Some bales of Texas leaf have been disposed of at the higher figure. Final judgment of the success of this venture must be postponed until further advices are received from the dealers and manufacturers to whom working samples have been submitted.

Growing and Curing Tobaccos in Ohio.

"Experiments in growing the Cuban type of filler have also been carried on on a 10 acre tract in Ohio. Owing to the heavy nature of the leaf it is impossible to judge of its aroma at present. The tobacco of this type raised in the preceding year is only just ready for the manufacturer. The aroma has been pronounced good, but it is believed that the leaf is too heavy for the taste of the general public; and the aim this year is to produce a somewhat lighter leaf. The results of these experiments in growing Cuban filler leaf seem to warrant a continuation of the experiments in the Southern States and possibly in Ohio for the succeeding year upon somewhat broader lines, and it is hoped that through the efforts of the Bureau of Soils an extension of the domestic filler leaf interests may be accomplished.

"By far the most important work in Ohio, however, has been the further introduction of the bulk method of fermenting cigar tobaccos. This work was begun in 1902, when 655,200 pounds were fermented. In 1903, 4,204,800 pounds were fermented, and in 1904 the quantity was increased to 10,208,000 pounds, distributed among the several types of tobacco as follows: Zimmer Spanish, 5,850,009 pounds; Little Dutch, 582,000 pounds, and seed leaf, 3,776,000 pounds. As the work of the Department there is simply supervisory, and entails the cooperation of the warehousmen, this great increase evidences the remarkable interest that this change in the methods of handling tobacco has to the grower and the tobacco dealer. Its use not only avoids great loss formerly suffered from fungous growth in the case-fermented tobacco, but also tends to improve the grades of tobacco and therefore increase the profits both to the grower and the handler.

Wrapper Leaf in Connecticut.

"The experiments in the production of a wrapper leaf in the Connecticut Valley have been continued during the last year. In the beginning of these experiments, work was undertaken in cooperation with the Connecticut experiment station at Poquonock, on one third of an acre of land. The tobacco grown on this small plot was submitted to leading leaf dealers and brokers in New York for their opinion. On their judgment, which was very favorable, the Department felt jus-

Announcement

Our New Catalogue of Presents

for the period ending Nov. 30th, 1905,

Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company
St. Louis, Mo.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
LA CUBANA CIGAR FACTORY No. 463
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢

MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

tified in conducting further work in Connecticut upon a considerably larger scale. In 1901, therefore, 40 acres were planted, this time in cooperation with leading tobacco growers in the valley. This tobacco was of satisfactory quality and was sold at Hartford, and although it had been grown under very unsatisfactory climatic conditions a very good price was obtained at the sale. In 1902 a larger acreage was planted by the Connecticut farmers, and leaf dealers of New York—men who had spent their lives in the tobacco trade and who were everywhere recognized as good judges of tobacco—invested money in the production of shade-grown tobacco, not upon the reports of the Bureau of Soils, but on their own judgment of the satisfactory character of the leaf.

"Owing to unfavorable climatic and adverse trade conditions, which were entirely beyond the control of the grower, the tobacco produced during the season failed, to a certain extent, to meet the demands of the manufacturers. The climatic conditions in 1903 were very similar to those of 1902—that is, they were unfavorable to the production of a wrapper leaf of the very best grade, but there was not so large a demand for this tobacco as was expected. In 1903 the Bureau had practically ceased its work in Connecticut, but in 1804, still having confidence in the opinion of the trade, and believing that the method of growing tobacco for wrappers under shade is correct, it has conducted an experiment at Tariffville, Conn., where a crop has been produced on a 4-acre plat. Owing to the recent tendency on the part of the trade to wrap the better grades of cigars with the Cuban rather than with the Sumatra style of leaf, 1 acre of this plat was planted to Cuban seed tobacco.

"Tobacco of this type grown under shade in Connecticut was exhibited by the Department at the Louisiana Purchase Exposition at St. Louis, and to it was awarded the grand prize as being a leaf of the highest standard of excellence for cigar wrappers.

"In connection with this matter of the producing of shade-grown wrapper in Connecticut, the Bureau of Soils has been making an investigation as to the demands of the market for the Cuban type of leaf and as to the practicability of building up a demand for Connecticut shade-grown tobacco of this type. Recent sales of this tobacco have been made, principally in New York and Philadelphia, and the following table shows the distribution of nearly 300 bales of such tobacco and the average price per pound of the lots as sold:

Prices Received for Connecticut Shade-Grown Tobacco.

For domestic use, 134 bales:			
Bales,	17	per pound	$1.75
	1	"	1.65
	24	"	1.50
Bales,	3	per pound	$1.45
	3	"	1.40
	4	"	1.35
	60	"	1.25
	1	"	1.00
	1	"	75
	16	"	.62½
	4	"	.35
For export, 144 bales:			
Bales,	14	"	.70
	30	"	.32½
	100	"	.30
Tops, 104 bales:			
Bales,	90	"	.10
	14	"	.08

"This table shows that 134 bales have been sold for domestic use at an average price of $1.26 8-10 per pound, the highest price being $1.75 per pound for light wrappers, and the lowest price 35 cents per pound for short sized second-quality leaf. The 144 bales sold for export, at an average price of $0.34 4 10. consisted of tobacco of a quality not suited to the home market, principally of sand leaves and short-sized, flimsy tobacco. Nearly all of this tobacco was shipped to the German market. The 104 bales, sold at an average price of $0.09 7-10, consisted of short top leaves, the tobacco having no wrapper quality, and being useful only as an inferior filler.

"The tobacco experts of the Bureau of Soils see no reason to change their belief that the method of growing tobacco under shade in the Connecticut Valley will produce a wrapper leaf of great excellence, which can be economically used by the trade, and it would seem that the industry should be established upon a commercial scale.

Improving Export Tobaccos.

"Up to the beginning of last year the tobacco work of the Bureau of Soils has been along the lines of improving the methods of culture and handling of the cigar tobaccos, but this year considerable demand has been made upon the Bureau to assist the growers of the heavy export types of tobacco. The low percentage o tobacco suitable for plug wrappers, and the poor price obtained by the majority of growers, have led the Bureau to make investigations into the production of this type of tobacco, the object being to see if both the yield per acre and the percentage of the higher grades could be increased. A 5-acre experimental plot in Appomattox County, Va., was selected for studying the problem. In this section the finest plug wrappers are grown, and the work would also be carried on close to the Richmond and Lynchburg markets. It is the plan of these experiments to grow the tobacco with different fertilizers and under different methods of culture, to see which will give the best financial results to the grower. It is the intention of the Bureau to extend this work in the future to other districts producing the shipping types of tobacco. It is yet too early to give the results of the present season's work."

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Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
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McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
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A. K. MANN,
Grower and Packer
—OF—
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TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

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HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
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CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
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Manufacturer of
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Established 1883. Akron, Pa. Telephone Connection

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Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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SHADE-GROWN SUMATRA in Bales.

Phones { York, No. 130 / Bell, No. 1870 } 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

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D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

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FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870. Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana,	10c.
"S. B." Half Havana,	5c.
"S. B." Little Havanas,	5c.
"Honest Bee"	3c.
"2--I--No" Mildest Cigar Made,	2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

WILL SMOKE PRIZE WINNING TOBACCO.

A smoker which should be decidedly enjoyable is about to be held by the Kentucky Society of St. Louis, at which nothing will be consumed but tobacco which won a Grand Prize at the Fair. An entire case of this tobacco was presented to the President of the Kentucky Society by J. B. Kennedy of Paducah, Ky.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Farmers are quite anxious in regard to baling down the balance of the crop, especially those who have sold their tobacco. They wish to deliver it all at one time as that saves some trouble and makes the farmer think he has his pile all together. His money comes at one time and he knows just what he is to do. But with his crop seperated into two lots and the money in the hands of the buyer, he walks about very uneasy and scans the heavens closely to try to discover just one cloud. Those who have not taken down any, feel as though it might be necessary to resort to steam. Here let me say once more, do not be afraid of steam if the weather is not too cold. But on no account undertake the operation on a cold day. Keep your eye open for the warm day and go and do it. But don't try to sell a pail or two of water. Sell the goods a little dry and let the packers apply what water is needed.

Whoever takes down tobacco this fall now will have to look sharp for dripping stalks, for the stalks have been well frozen, and one pint of that juice will discolor a large quantity of leaf, and especially light colored leaf. The dark leaf will show less of the stain but for all that it will do the dark leaf no good.

Our correspondents write:

Bradstreet, Mass.: "Leland H. Wight opened his assorting shop for the season. O. Belden & Sons commenced sorting the middle of last week. F. P. Jones opened his sorting shop last week. There is no need of good men being idle this winter. No sales to report this week."

Wethersfield, Ct.: "Farmers are patiently waiting for a damp spell to take down some more tobacco. The rain of the thirteenth was too cold to dampen it sufficiently for handling in good shape. Very few buyers have been around as yet."

East Whately, Mass.: "L. F. Graves of East Whately will open his assorting shop today. He wishes to employ about fifteen good sorters, for which he will pay the going price. Myer & Mendelsohn have started up their shop at East Hartford, Ct., under the charge of Leslie Swift, with about 75 men, or hands. It is packing Havana seed only, getting their supply from growers at Suffield, but the shops at Suffield and North Hatfield are not to be opened this month. They expect to pack about three thousand cases this winter."—Amer. Cultivator.

EDGERTON, WIS.

Conditions that have prevailed for some weeks past in the leaf tobacco markets continue. Aside from a few sales of the new crop to buyers of the American Cigar Co., the movement is at a standstill awaiting the advent of casing weather. Old leaf, on the other hand is being sought for quite extensively and the aggregate purchases in all sections amount to a good many hundred cases and is fast reducing the remnants of cured leaf held in country hands. Prices for these goods, however, still remain below the cost of production. Sales coming to notice are:

George Green, 42a '04 at 8 and 10.
M. Hulverson, 5a '04 at 7¼ and 10.
A. B. Hulverson, 6a '04 at 7 and 10.
Jens Finsness, 42cs '05 at 5 and 20.
C. E. Sweeney has purchased 40cs of '03 from K. Otteson, 42cs of G. N. Campbell and 30cs of Chas Phillips. Conway & Hubbell and W. T. Pomeroy & Co. have also purchased a few hundred cases of these goods during the week. Halverson & Bitters sold 150cs of '01 to F. S. Baines.

Growers are anxiously awaiting casing weather and are ready now to turn their attention to stripping after the first damp spell which is delayed beyond the usual time.

Shipments, 400 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 7 hhds, offerings on the breaks 122 hhds, sales 152 hhds.

The grades and qualities offering were about the same as past few weeks, mainly the lower grades of leaf, generally in sound condition, the crop of 1903 having sweated unusually well. The market was very strong at last week's prices.

The dwindling receipts and steady sales have cut the unsold stocks down to a minimum, smaller than for some years.

The weather continues very dry, and the whole crop still hangs in the barns. Planters' views as to prices are high; this, and the tobacco being too dry for correct examination in the barns delays any attempt to open the loose tobacco market by the usual buying interests.

QUOTATIONS:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

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Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

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MANUFACTURER OF **High Grade Cigars**

Successor to J. Neff

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Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

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WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

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JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

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Also, All Grades of

Fine Cigars & Leaf Tobacco

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Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: GEO. F. NASH, JOHN SELDEN, GOV. THOS HUTCHINSON, BEN DE BAR

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Correspondence solicited.
Samples on application.

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Penna. Seed B's a Specialty

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T. M. KILDOW CIGAR CO.

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Cigar Manufacturers

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Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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Goods Sold in Any Quantity.
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WRITE TO

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ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

CHARLES A. OBERLY,

Lebanon, Pa.

MANUFACTURER OF

FINE

Union-Made Cigars

Leading Five-Cent Brands:

"Social Puff" "Star"

Correspondence with the Wholesale and Jobbing Trade Invited.

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Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Established 1890.

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C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

C. E. MATTINGLY & CO.

MANUFACTURERS OF

HIGH GRADE UNION MADE **Cigars**

For Wholesale Trade Only,

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Independent Cigar Factory in the United States is that of

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Flor de Moss

(Clear Havana)

John Adams

A. S. Hewitt

10c. Cigars

Quaker Girl

Little Minister

5c. Cigars

S. R. MOSS **Lancaster, Pa.**

The Doctor is a Havana-Filled

5c. Cigar

This Cigar Sells On Its Merit

If you want a Repeater, try THE DOCTOR

WALTER S. BARE, Lititz, Pa.

Maker of Seed and Havana and 5c. Cigars Exclusively

Crown Eagle Cigar Co.

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John Hancock

and Other Brands of

High Grade Seed and Fine Havana Cigars

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A High Grade Nickel Cigar

Connoisseur's Selectos

A Choice 10c. Cigar

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High Grade Stogies

Factory running exclusively on Mail Orders.
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BRANDS OF OUR OWN MAKE:

HERMAN'S BLUE POINTS (Conn. Seed)
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— **All Fancy Packages**

DUTCH CURLS
SPANISH LEAF (in Round Drums)
THE EDUCATORS (Cigar Shaped)
PALM FAN SWEEPERS
THE WALDORF (10 lbs. Drop Front
CLEAR HAVANAS (10 lbs. Drop Front

PITTSBURG TUCK
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FOUR SPORTS
PITTSBURG PRODUCTS
BRIGHT PROSPECTS
THE WIZARD OF THE NORTH
— **Packed 250 to the Box**

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We will **Duplicate Any Shape** you are now using, regardless of who made your Molds, or **Furnish Any New Shape.**

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What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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Special Designs — Engraving Embossing

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CIGAR BOXES LABELS

Telephone

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Are All the Rage.

We have them in large variety. *Send for Samples.*

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116 and 118 E. Fourteenth St., NEW YORK.

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JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
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The Cigars You Want
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W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

California

Ocean Park—W J Atwood, cigars, tobacco, etc; succeeded by W T Spicher.

Georgia

Atlanta—Cruickshank Cigar Company receive charter.

Illinois

Chicago—E D Blodgett, cigars; bill of sale, $2,500.——Peter Ginaopulos, cigars; bill of sale, $925.——Oscar G Olsen, cigars; bill of sale, $3,000.

Indiana

Indianapolis—Wm Eckert, cigar mfr; sued, $150.

Iowa

Algonia—J D Youmans, cigars; succeeded by Youmans & Moore.

Maine

Waterville—L O Courtois, mfr and retail cigars; chattel mtge, $100.

New York

Brooklyn—Metropolitan Cigar Co, cigars; judgment, $146, satisfied.

Yonkers—Benj Klein, retail cigars; bill of sale, $1,400.

Ohio

Dayton—C H Kessler, cigars; discontinued.——F A Kimball, cigars; sold out, Muldoon & Harshman, cigar mfrs; succeeded by Harshman.——Riley & Wilhelm, cigars; succeeded by John Wilhelm.

Lima—J T Jones, cigars, etc; chattel mortgage, $670.

Oregon

Cottage Grove—W J Hoag, cigars, etc; chattel mortgage, $850.

Pennsylvania

Reading—J Sheridan, Jr, &Co, cigar mfrs; now James W Sheridan, Jr, & Co, Incorporated.

Washington

Cheney—John P Lasher, cigars; deed, $1,800.

Spokane—H B Shelley, cigars and tobacco; deed, $650.

Wisconsin

Milwaukee—James J Lynch, cigar manufacturer; dead.

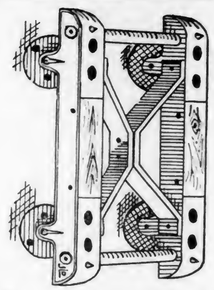
Sheboygan—Alfred Knauf, cigar mfr; real estate mtge, $1,800.

PATENTS RELATING to TOBACCO, Etc.

775,296 Match scratching device; Bertha C Cole, Williamson, N Y.

775,624 Tobacco pipe; Wm K Horn, New Orleans, La.

775,407 Tobacco pipe; Charles H Rideout, Buffalo, N Y.



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Our Cigars Duplicate

A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

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MANUFACTURER

High Grade Union Made Cigars

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It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages = = = =

There is a reason for that, and that reason is quite plain:

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J. W. GOHN CIGAR CO., BOX 67, YORK, PA.

We Import

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HAVANA

from CUBA

And Deal in Choice Packings Only of

SEED LEAF

Are You Getting Genuine Goods?

Be Wise!

Amsterdam Sumatra Co.

No. 154 North Third Street,

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THE LEADER

Senator Quay

Awarded a Prize Medal at the Louisiana Purchase Exposition, as a

Five Cent Cigar

of Superior Quality

Also Other Prominent Brands

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Sole Manufacturer

LANCASTER, PA.

Territory Given Good Distributors

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We make a specialty of packing the best Cigar Clippings for the Jobbing Trade. Have all the latest cleaning and cutting machinery and everything is hand cleaned afterwards. If you have trade on Natural Leaf Cigar Clippings for Smoking and Chewing, let us quote you prices. Our claim is in 15 years of active business never to have lost a customer from faulty tobacco. Our prices are not cheap, but can pack you cheap goods if you want them. They are governed by price of best Cigar Cuttings.

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OLD RELIABLE BUTTS, 1⅔ oz.
OLD RELIABLE CLIPPINGS, 2½ oz. (Mild)
WORKINGMAN'S FRIEND, 2½ oz. (Plain)

Genuine Cigar Tucks and many other Private Brands.

Reading Tobacco Manufacturing Co.

GEORGE W. GREEN, Prop. **Reading, Pa.**

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

—Established 1834—

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PARMENTER WAX-LINED COUPON CIGAR POCKETS

Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U. S. A.

WRITE FOR SAMPLES AND PRICES TO

FRIES BROS.

Manufacturing Chemists

92 Reade Street, NEW YORK.

The First to Manufacture Sweetener in the United States

GLYCOSINE

550 Times Sweeter than Sugar

Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--

Specially Cleaned and Carefully Graded.

We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.

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Dealers in LEAF TOBACCO

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E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

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Strictly Union-Made Goods. Denver, Pa.

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THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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MANUFACTURERS OF

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HAVANA AROMA

Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

With the use of our Havana Aroma your goods will always be uniform and taste the same, which is the secret of successful cigar manufacturing.

For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

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Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address-
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Manufacturers of Hand-Made

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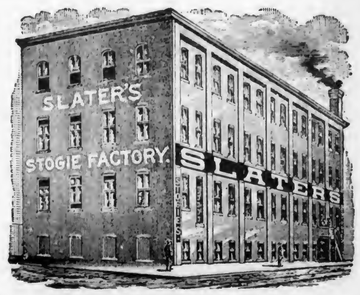

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PHILADELPHIA, DECEMBER 7, 1904.

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Light, Medium and Dark Colors.
Excellent Quality.
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Clean as the Food from Dust
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CIGARS
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HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
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GUMPERT BRO'S. Manufacturers
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PENT BROTHERS PHILADELPHIA

Suzette The 5-cent Cigar that sells on quality alone. Write for samples. Do it today.
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5¢
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...The Philadelphia Cigar Factory...
FLOR de W·K·ROEDEL
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"FLOR de ROEDEL" High Grade Cigars
Seven Different Styles, $50 per thousand and upwards.
Our Leading 5c. Cigar, "THE PHILADELPHIA.
W. K. ROEDEL CO.
41 North Eleventh Street, PHILADELPHIA.

THE TOBACCO WORLD

NO SALE CONDITIONS IN PENNA.

Law Similar to Massachusetts Act Will Go Before Legislature.

In line with the prediction made in the editorial columns of The Tobacco World of last week's issue, independent dealers of Philadelphia and Eastern Pennsylvania are taking steps to secure the passage of an act by the next Legislature to prohibit in contracts with jobbers the making of restrictive conditions regarding the sale of other goods, and it is understood that Representative James McAvee has promised to introduce the bill at the next session.

The success which the independent jobbers and dealers are having in Massachusetts under the Tilton act is encouraging the dealers nearer home to wage a campaign, and it is probable that important action will be taken next week at the "Anti-Trust Exposition" in Horticultural Hall, Philadelphia.

The proposed bill, which is modelled closely after the Massachusetts act, is as follows:

Section 1. No person, firm, corporation or association of individuals doing business in this Commonwealth shall make it a condition of the sale of goods, wares or merchandise that the purchaser shall not sell or deal in the goods, wares or merchandise of any other person, firm, corporation or association of individvals. Provided, that nothing in this act shall be construed to prohibit the appointment of agents or sole agents for the sale of, nor the making of contracts for the exclusive sale or goods, wares or merchandise.

Sec. 2. Any person, firm, corporation or association of individuals, or the agent of any such person, firm, corporation or association of individuals violating any provision of this act shall be punished for the first offense by fine of not less than $50 and not more than $100; and for each succeeding offense by fine of not less than $100 and not more than $500, or by imprisonment in the House of Correction for a term not exceeding one year, or by both such fine and imprisonment.

Sec. 3. This act shall take effect 30 days after its passage.

OHIO CROP AT 11 AND 12 CENTS.

C. L. Head, one of the Ohio buyers for the Continental Tobacco Co., has been making extensive purchases of crops around Ripley for the past two weeks, some of which he got at 11 cents and some at 12. Most of the burley tobacco growers of Brown County have contracted with the protective association.

RUCKER & WITTEN WILL ENLARGE.

The Rucker & Witten Tobacco Co., of Martinsville, Va., which recently purchased the Hancock plant at Richmond, is about to commence enlarging operations which will include the erection of four large buildings occupying a space of more than three acres. The building which will be used as the main manufactory will be four stories in height and will measure 115 by 160 feet. A drying-room 115x160 feet will also be built.

TOBACCO TRADE PROTESTS AGAINST DUTY REDUCTION.

Secretary Taft's Desired Cut in the Duty on Tobacco From Philippines is Regarded by Domestic Trade as Calamitous and Unjust.

A vigorous cry of protest having no uncertain ring, has gone up from the domestic tobacco trade in response to Secretary Taft's desire to reduce the duty on tobacco from the Philippines to 25 per cent of the Dingley rates. The War Secretary has taken an attitude which shows that he is determined to accomplish the reduction, if possible, and has announced that he will push his plan at the coming Session, to the limit of his ability.

Naturally the trade is much concerned and manufacturers and makers are uniting to take steps to prevent the reduction. Resolutions have been passed by organizations of growers, cigar manufacturers and cigarmakers unions, and a movement is on foot in New York city to engage counsel to help in the fight.

The rate proposed would be 8¾ cents a pound, and as the value of the tobacco in Manila is a little over 5 cents a pound, the value landed in San Francisco, freight and duty paid, would be about 14 cents a pound. The price for New England-grown Havana seed leaf tobacco this year is 18 to 25 cents, and for broad leaf from 25 to 32 cents, while the price of the Pennsylvania crop this year is from 12 to 16 cents a pound. The duty alone on Havana filler leaf is 28 cents under the reciprocity treaty with Cuba, and on wrapper the duty alone is $1.85 a pound.

Thus, cigars manufactured in Manila can be laid down in San Francisco at prices which will admit of their sale at 5 cents each, or even six for a quarter, with profit, and the flooding of the market with cigars at such prices would have an immediate and decidedly far reaching effect.

It is probable that President Roosevelt will be appealed to, by the cigarmakers at least, if not by the manufacturers and the former will show that a large army of men would be thrown hopelessly out of employment. There is a growing demand in many of the markets for goods of this product which can be placed on the market very cheaply as it is, and any reduction would send up sales at once.

NEWS FROM THE FIRING LINE.

Dealers' Fight in Chicago Keeps Daily Papers' War Correspondents Busy.

Chicago, Dec. 2, 1904.

The latest from the seat of war is the claim made by the local independent dealers that the American Tobacco Co. has special agents in the city who are here solely to play the general and usually easy part of disturbers and who by sowing dissension in the independent ranks, hope considerably to help along the battle against the dealers.

The daily papers, or at least two of them, are keeping the pot boiling and the reporters would like nothing worse than a cessation of hostilities. One paper printed the following, coming from one of the American Tobacco Co.'s agents, as a description of the line of attack:

"We are trying to centralize trade downtown," said the agent. "The small dealers in other parts of the city are only a nuisance to us. Often they do not pay their bills, and they very seldom pay on time. We do not want to bother with the small fry, and after a while they will have to go out of business. We do not intend to disturb any of the downtown dealers who handle our goods. They are to be allowed to continue in business."

It is claimed that in spite of this story the agents go to the little up town fellows and promise them if they keep out of the scrap and away from the uniting downtown dealers, they will not be bothered. This sounds more desperately Machiavellion than would probably be the case if all facts were bare, but it is true enough that the United Cigar Stores Co. would rather see disintegration in the opposing ranks than a solid phalanx.

Notes of the Trade.

J. M. Preston, well known in local cigar circles, who recently retired from the firm of Preston, Schaffner & Collins, is now Chicago representative for E. A. Kline & Co., of Tampa and New York.

Sam. Marco who conducts several profitable cigar stores in Chicago, recently sold his stand in the drug store at the corner of Lake and Dearborn streets. The number of his stores remains the same, however, as he has just purchased the store of T. F. Indermille on Lasalle street, between Monroe and Adams. This is the seventh time, by the way, that Mr. Indermille has owned and sold a store at this location within twelve years. It is quite possible that the adhesive qualities of Mr. Marco, the new owner, will bar future possibilities in that direction.

Friends of Col. M. W. Diffley are glad to note his recovery from his recent indisposition. The Colonel delines to remain under cover for more than a few days at a time.

Displays of pipes for the holidays are beginning to appear. Those in the windows of the stores of the Best & Russell Company are noticable for their excellent arrangement.

Speaking of pipes here's one of Col. M. W. Diffley's latest. It's true. A man came in and said he wanted to look at a pipe. "What kind?" was asked. "Oh, just a little one for my child to play with," came the somewhat disconcerting reply.

SOUTH-ATLANTIC CIGAR CO.'S FACTORY NOW RUNNING.

The new factory of the South Atlantic Cigar Co., Petersburg, Va., is now in operation and running on full time in answer to the demand for Our Standard 5 cent cigar which has become very popular.

HAVANA TOBACCO CO. MUST PAY.

General Appraiser Decides For Cuban Internal Revenue Tax.

The Havana Tobacco Co. will, according to a decision by General Appraiser Lunt, be obliged to pay the Cuban internal revenue tax on 9,800 cigars entered at Boston. The cigars were exported from Havana September 9, and were claimed to be exempt from the revenue charge. The appraiser at Boston returned the cigars as liable to the additional tax. Collector Lyman thereupon exacted the revenue duty at the rate of $2.00 per 1,000 cigars.

The Havana Tobacco Co. paid the extra duties and appealed to Mr. Lunt for a reappraisement. After hearing the evidence on both sides, the general appraiser decided that the Boston officials were correct in assessing the cigars with the revenue duty.

The brands affected by the general appraiser's ruling include 3,000 Londres Cabanas, 3,000 Londres Bueno, 1,000 Golosinas Cabanas, 1,000 Brevas and several smaller lots of other brands. The company will also have to stand various packing charges imposed by Collector Lyman.

200,000,000 MORE CIGARETTES.

Figures Show Big Increase in 1904 but Decrease in Cigars.

Washington, D. C., Dec. 1.

The annual report of Commissioner of Internal Revenue John Yerkes, which was made public today shows that two hundred million more cigarettes were smoked in the United States this year than during the fiscal year ending in 1903, while eight million less cigars were smoked.

In spite of reformers, prohibitory laws and the various other forms of discouragements, the total consumption of cigarettes was considerably over the four billion mark. The consumption of chewing and smoking tobacco was 328,650,710 pounds, and of snuff 30,157,580 pounds. The number of cigars and cigarettes smoked was as follows: cigars, 6,707,471,863; little cigars, 696,844,907; small cigarettes, 3,226,682,258; large cigarettes, 8,421,601.

The internal revenue receipts for the year were $232,904,004.63, an increase of $2,163,079.41 over 1903. The three principal items were distilled spirits, $129,564,242.49; fermented liquors, $48,208,132.56, tobacco, $44,655,808.75. Illinois was first in the tax-paying States with $52,464,271.39. New York paid $26,375,125.38; Indiana, $24,000,000; Kentucky and Ohio, $21,000,000, and Pennsylvania, $18,000,000. There was a decrease in the production of tobacco. Pennsylvania made 1,827,475,138 cigars; New York, 1,141,535,248; Ohio, 696,514,548, and New Jersey, 406,061,979.

—The new cigar factory being erected at Telford, Pa., for Arthur Reed, will soon be ready for occupancy.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1845
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
Importers and Packers
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA and SUMATRA
DEALER IN LEAF TOBACCO
042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

The Old Salesman's Musings.

SIGNS OF A SLUMP.

I went into a Philadelphia cigar store on Chestnut street, one day this week, and had quite a listen with the manager. The place is one of the biggest on the street, and the manager is a wise guy in his business generation, or he wouldn't be manager, and, incidentally, a member of the company. I realize that he admires me greatly, and as I leaned gracefully on the showcase and allowed him to talk to me, I felt a comfortable glow of satisfaction which always comes from a charitable action.

When I went into the store, my man was tinkering around a packing box, and in answer to my expression of high-bred surprise, explained that he was only keeping himself busy.

"Haven't got a thing else to do," said he, "and I can't stand for being idle.

"I tell you it's fierce, all right!" he went on, "and the worst of it is I haven't got a great deal of hope. I don't know what the deuce has got into the people, but there's nothing doing. Just look here!"

The manager went over to a table and lifted up a double handful of nickels and silver done up in paper rolls.

"That's what we get these days," he said. "Cheap stuff like that."

I nodded with complete sympathy, for it pains me greatly to look at anything less than a two-dollar bill.

"That's the best sort of a thermometer," declared the manager. "When the cash register has a good assortment of bills of large denomination then we can bank on the fact that times are easy and money is loose. When lots of silver come in there's a slump."

"Naturally," said I, with an air of naive innocence, "when you have lots of money you feel as if everything was all right."

"You don't catch my idea," was the answer. "Suppose during a prosperous period, a certain day's sales amounted to so much; suppose during a slump like this they happened to amount to the same figure on a certain day? Well, in the first case, the money would be in bills, and in the second in silver."

"What the hen-coop is the matter with the people?" I asked. "I go along the street and every son-of-a-gun's face is fixed around a smoke. They can't smoke more'n one of anything at a time? How do you account for it?"

The manager looked at me for a moment as if sizing me up. "I'll tell you something," he said finally, "but you won't believe it, or at least you won't consider it a good explanation."

"Go as far as you like, old sport," said I. "Far be it from me to flaunt——"

"Well, in the first place, consumers are cheapening their smoking. A man makes up his mind that he has to save something on his personal expenses, and his smoking is about the first thing to go. He either cuts it down or cuts it out. It doesn't occur to him or he isn't willing to skip a drink here and there. But he buys fewer cigars, or commences to smoke a pipe. Now for what you won't believe plausible. Considerable of this falling off is a result of the falling off in club buying. Lots of swell clubs in this town are buying decidedly small quantities of cigars at this time, for the simple reason that their law of supply is the law of demand

"A member of a certain prominent up town club told me recently that he had been away for two months, and on returning, found that in his absence not a single box of cigars had been bought by the steward or whoever did the buying.

"Why? Well, I'll tell you. They usually have pretty steady games of poker at this club and there's mostly a pretty popular sit in. When money is easy, a man will play along the whole evening or night aided by a continuous series of lighted cigars—fifteen centers, or something like that. Come a bum hand, a failure to better or to fill, and the man grabs the cigar out of his mouth and slams it on the floor. Sometimes it's just been lighted. Fine for the dealer!

"One minute passes, he gets a fresh cigar, and if his bad luck continues, bless it, the performance is repeated. Now little things like that mount up and make a very considerable difference in our sales. For with money tight, the man tightens up.

"There are fewer games and tighter ones. Suppose Mr. Blank is in the midst of a game and his luck goes bad. He loses out on an overplayed low full and does the cigar slamming act. He gets another cigar. He fails to fill an ace high flush. He reaches for the cigar and slams it on the floor. 'Nother cigar. Bum hand. Slams it—on the table. Later gets another smoke. Bluffed out of the best hand. Reaches up to do the slam act and—strokes his mustache.

"Why, by jingo, I saw a swell geezer go through with this performance, and worse, one night, for on the second or third cigar he dropped a card and on the pretext of picking it up, recovered his perfecto."

The manager stopped in the midst of a faithfully realistic gesture and gazed disgustedly at my satirical smile. He picked up his packing-case hammer.

"You go out of here," he said.

THE OLD SALESMAN.

DEFUNCT CO. MAY BE REORGANIZED

Plans to Continue Buisness of U. S. Sumatra Tobacco Growing Co

A project is said to be in formation by creditors and stockholders of the United States Sumatra Tobacco Growing Co to organize a corporation to take over the company's assets and continue the business. The company, which owns a large farm, is now in the hands of Hugh M. Alcorn, of Hartford, and George Q. Tennant, of Jersey City, as receivers. In furtherance of the project of the creditors and stockholders the Superior Court some time ago issued an order authorizing the receivers to sell the property at either private or public sale at a price not less than the appraised value of the assets.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

CUT OUT THE LOAFING.

HERE S another little knock which is meant for everybody whom it fits, and the writer believes that if it is taken to heart in the right way, good results will surely follow.

There are a great many people in this world who consider that a cigar store is a perfectly natural place to loaf. These persons wouldn't think of going into a saloon and spending an hour or a whole evening without buying a drink every little while, but they will saunter into a cigar store, select a comfortable chair, if the proprietor has been foolish enough to provide one, and luxuriously occupy it as long as they feel like it.

In the case of some of the smaller stores, the clerk, or proprietor is alone much of the time, and he likes the boys to drop in of an evening and in addition to settling the affairs of the nation, accurately designate the moral status of every woman and girl in the neighborhood.

That is, some dealers do, and they will no doubt regard a suggestion which directs any other course of conduct as foolish in the extreme.

"What have I to gain?" they ask. "These fellows are my friends, they keep me from being lonely, and they buy all their smoking in my place. What possible harm are they?"

In pursuance of this policy, many retailers have put a long bench in their store to accommodate these guests, and two or three the writer knows of, have rocking chairs, with cushions on them, for their dainty callers.

It's all wrong. Unless the place is a little jerk-water resort that sells one or two five cent brands, two-fers and Virginia cigarettes, to the immediate neighbors, the man is sure to lose some trade from such causes as this, and the more prominent his location, the more he will lose. Why there is a store on Chestnut street, Philadelphia, right in the heart of the business section, that at certain hours of the day, is filled with a lot of cheap loafers who puff wickedly on five cent cigars and ogle every woman who passes. The writer has passed by that store more than once when he wanted to buy some cigars, and knows of other men who have done the same thing.

It doesn't require abnormal modesty for a man to object to entering a store where he has to crowd through a gang of harpies who eagerly listen to every word he says, meanwhile sizing him up from head to foot. Of course, the natural argument is, that the opinion of such individuals don't cut much ice, but at the same time, given two stores, one of them in this class, and the other run on a business basis, the man whose trade counts, will invariably choose the latter.

A certain man, who is very careful of his smoking, wanted to try one or two new brands that he had heard of, and was told to go to a particular store to get them. He was a man who always buys by the box and he likes to have a little talk with the cigar man while he is selecting.

He went to this store and rather wondered at the large number of customers in it, who a minute later he saw weren't customers at all, but just the usual colony of chair-warmers. The conversation was loud and general, but everybody knocked off for a minute and stared at him, one or two actually drawing nearer to hear what would be said. The clerk divided his attention between the jokes and the customer with such success for the former, that the man finally went out without making a purchase, vowing that he would never go to that store again. Incidentally he didn't try the new brands, either, so the manufacturer lost also.

When the door closed behind him, the clerk exclaimed: "Wat 'ell d'think of that? Wonder he wouldn't know what he wanted!"

• • •

CIGAR MACHINE REFUSES BAD COINS

A NEW kind of cigar slot machine is to be put on the market, which prevents any loss to the owner from bad coins. The machine is being manufactured by the Lego Automatic Machine Co. in Grand Rapids and has already been placed at various points in this city and throughout the State. A larger company is soon to be organized, to be capitalized at $200,000 and the machines will be sent all over the country.

In every city where these contrivances are allowed they make a considerable difference in the dealers' sales and all retailers will be interested in this particular invention, inasmuch as it is claimed to be the only machine of its kind which has won the approval of the Government.

It is so constructed that it will operate only when genuine coins are placed in the slot, while all kinds of slugs are thrown out through a slot in the side of the cabinet and the unwary man who works the machine with a bogus coin will not only not get a cigar, but will have the fraud exposed. In the cabinet the cigars are placed upright in the boxes held in little compartments somewhat like an egg crate holder, the bottom of the box being removed, and when the coin is placed in the slot and a handle turned the cigar drops into a slide and appears at the opening in the cabinet.

When one row of cigars is exhausted a carriage moves the box over the drop so that the next row of cigars is available. The cabinets are arranged only for five-cent cigars at present, but are being prepared to vend 10-cent, two for a quarter and three for a quarter cigars. The device is so arranged that if by any mischance the coin fails to work the cigar box the coin slides out and the operator is sure of getting either his cigar or coin.

A magnet in the interior deflects steel slugs so they fail to work and slugs of other material are rendered useless in working the device. The cabinets can be made to vend any number of different cigars and the largest will probably provide for sixteen.

"Red Devil" Display in Keystone Tobacco Co.'s Window.

ABOVE is a photograph of one of the most attractive display windows among the Philadelphia stores, which is to be seen at the headquarters of the Keystone Tobacco Co., at 145 North Ninth street. This company is having a run on the "Red Devil" popular brand of smoking and chewing tobacco which is manufactured by the Queen City Tobacco Co., and of which the eastern distributors are Arthur Hagen & Co. The cut does not do full justice to the display which is quite artistically gotten up and acts as a magnet to all passers-by. The Keystone Tobacco Co. is a new concern which deals in independent goods exclusively and which is building up a prosperous business.

MERCHANDISE DRAWING PLANS ATTRACT TRADE.

THE merchandise drawing plan which has been in vogue in several of the first class stores of Milwaukee the past summer and fall, is still being operated with joy to the lucky ones and profit to the dealer. The system is this:

With every purchase of 5 cents or over, a coupon is given, which is numbered, and which reads: "Saturday evening following this purchase, there will be a drawing at this store at 8 o'clock sharp, awarding holders of the winning numbers the following prizes in merchandise: First prize, $5.00; second prize, $2.50; third prize, $1 25.

Everybody who buys gets a numbered coupon, and there are no blanks. But the holders must be in the store. The winner of the first, or for that matter, any other prize may be in San Francisco, or or Portland, Me., and this helps along the dealer. Sometimes, however, one of the holders happens in the store at that time, and he may pick the merchandise called for on his coupon. This privilege is given the holder. The plan has proved popular, especially among the regular customers, but they have to be on the spot when the drawing is made, or they lose. It is like drawing a ticket for a shave in a barber shop, and then going outside and permitting your turn to get away from you.

• • •

MAKE YOUR STORE THE EXCEPTIONAL ONE.

LET every cigar and tobacco dealer bear one thing in mind: No smoker, no matter how little experience he may have had with low grade cigars, is going to buy freely of poor stock if it is possible to get better; and remember that there is likely to be a place entirely too near at hand where he will find it quite easy to get better stuff.

Your game is to have that other place yourself. Make your store the sort of a place, to deal at which, people will go out of their way. The small dealer who does his business on moderate priced cigars and tobacco should use all of his judgment in selecting his brands and by always keeping that stock, however small, up to standard, he will find his trade will speedily build up into a profitable one.

• • •

A CORRESPONDENT in Colorado tells of a cigar store in Canon City which helps along dull times by various prize schemes one of which consists of giving numbered coupons with each 10c purchase, the coupons to be saved for a drawing later on. Last week occurred the first drawing and attracted a large crowd to the store.

The prizes consisted of a $20 suit of clothes for first; $10 worth of groceries, second; $7.50 worth of meat, third and a $5 pair of shoes, fourth. The drawing was public, and was advertised before hand, and a large gathering was on hand to see who the lucky ones would be. This is not a very large city, and interest was heightened by the fact that everyone knew everyone else.

"The CIGARS That WILL"

AMORIFÉ
28 Sizes

A HALF TRUTH IS WORSE THAN A LIE;

If you are like most dealers you know just a half truth about **Puerto Rican Tobacco.**

But Here is **THE OTHER HALF** *of the Truth:*

The upland districts, Cayey and Caguas, raise as fine tobacco as grows anywhere in the world. There is as much difference between this and the rank coast product which has given Puerto Rican tobacco a "black eye", as between "chalk and cheese".

All Cuban tobacco is not fine; but you judge Cuba by its best. Don't judge Puerto Rico by its worst. Try the **Amorife** on your customers. Decide not on prejudice but on merit.

The **Amorife** is made from tobacco perfectly grown, perfectly conditioned, and made into cigars of a flavor and smoking quality that delights and surprises smokers who were never satisfied before. *We simply Ask You Not to Judge Until You Try It.*

For full particulars, that will convince you of the truth of what we say, see our Exhibit at THE RETAIL CIGAR AND TOBACCO DEALERS' EXHIBITION at Horticultural Hall, Philadelphia, Pa., or address our **New York Office, No. 90 Wall Street.**

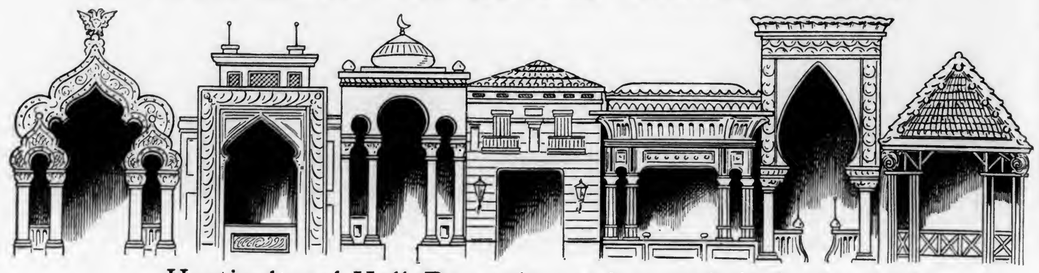
CAYEY-CAGUAS TOBACCO COMPANY.

—The Most Complete Plant in the State—

J. G. Hertzler
SOLE PROPRIETOR OF
Lancaster Lithographing Co.
We do all kinds of Lithographing as well as Printing
SHOW CARDS · CIGAR LABELS · CHECKS · DRAFTS · &C. &C.
Nos 111-117 EAST CHESTNUT ST.
LANCASTER, PA

—ALL KINDS OF PAPER BOXES—

WE'LL MEET YOU AT THE TOBACCO SHOW!



Horticultural Hall, December 12th to 17th, inclusive.

INDEPENDENT TOBACCO EXPOSITION

[Verses contributed, and dedicated to the Tobacco Show explaining how the Retail Cigar and Tobacco Dealers' Association looks at it.]

There's a popular opinion from down in Old Dominion,
Up York State, down East and far and wide,
That a terrible octopus that has long tried hard to rope us,
Has now got us all, both hand and foot, fast tied.

If you listen to the hollers 'bout one-eighty million dollars,
And how they're going to put you out of biz:
(If you are that addle-pated) you'll become so agitated
You will rub your sweaty brow and say: "Gee whiz!
Oh, what's the use of fightin' they will only send us kitin';
The American Tobacco Ko is King;
If we ask for better prices they only make more rebate slices;
I just aint agoin' to do a bloody thing."
But if your nerve is workin' and no scrappin' you are shirkin'
Come join the band that yells for Anti-trust,
And if we don't shortly do 'em till there's nothin' much more to 'em,
We will cheerfully submit to being cussed.

We arranged this Exposition just to show our real position
And we here throw down the gauntlet to the Duke;
We are independent dealers, we are not mere hireling heelers;
Sure, it's time this parasite was brought to book.

So take a look through the exhibit,—nothing's made beneath a gibbet—
Every manufac. is working for himself.
The goods are all on the dead level, from "Green Goose" to good "Red Devil"
A week's challenge, beginning on the twelfth.

Now before we close this sonnet, hear your kind applause upon it,
We wish to say how sorry we all are
Our ex-president and brother, Joe Tuck, it is no other,
Can't be here but had to travel off so far.
But though Tuck is all so distant, he lacked not a fine assistant,
"Assistant"? No, we think he's reall boss.
Brother Bock is what we call him (this fame will sure appall him)
Drop him out and it would be a mighty loss.

Then's there's J. Harvey McHenry whose good looks cause muchly envy,
But you bet that he is Harvey on the spot:
Batten, Klindworth, Schaible, Hassan, we would never think of passin'
Without including "Match-It Robby" in the lot.

So at last we have quite ended; (these verses could be mended)
But what's the use, we know you'll give a hand,
For we're friends all here together, we're united 'gainst rough weather,
We won't stand for robber bands in this free land.

TOBACCO EXPOSITION COMMENCES MONDAY.

SPLENDID EXHIBIT OF INDEPENDENT GOODS WILL CREATE PRECEDENT.

Many Manufacturers Are to be Represented.

The Show Will Occupy the Main Floor of Horticultural Hall, and Will Last the Entire Week. The Nature of the Affair Makes it of Significant Interest to the Trade. Important Convention Will Also be Held and Great Interests Will be Represented.

The doors of Horticultural Hall, Broad and Locust streets, will be opened next Monday on by far the most signficant and important exhibition of manufactured tobacco, cigars and cigarettes which has been held in the United States. A large number of the best known manufacturers in the country will be represented by their product, the combined exhibit of which is made unique by the fact that every article is manufactured outside the jurisdiction of the great tobacco combine.

Every exhibitor in the long line of booths, deliberately places himself on record as opposed to the American Tobacco Co. and its methods, and among the features that will be strikingly noticeable will be the uniform display of brands of smoking and chewing tobacco and cigars, that have won a stable place on the market, not to be affected by combined opposition.

The coming Tobacco Show is being held under the auspices of the Retail Cigar and Tobacco Dealers' Association, of Philadelphia, a thrifty local hat is doing much for the cause of the ndependents. It can be said to have had its inception as far back as March, although at that time no affair of this magnitude was contemplated.

It was at first proposed to hold a one-day convention and exhibit, but as the idea grew upon the promulgators, it seemed evident that the proposition was capable of much development.

The Association did not hurry into the affair. At the earliest period of consideration, the members realized the tremendous responsibility which would be entailed and laid their plans slowly.

At the May meeting an executive committee was appointed, the capable personnel of which was immediately apparent. This consisted of R. W. Bock, chairman; J. Harvey McHenry, John Klindworth, David A. Schaible, James I. Hassan and B. F. Batten.

These men have shirked no part of the responsibility and work which fell to their position. Mr. Bock, particularly, has had endless worry in connection with the affair, but has gone steadily ahead with his plans, ably assisted by his committeemen.

During the summer it was decided by the Association to hold the Exposition for an entire week, beginning on October 17, and these plans held until the first of October, when it became evident that for good reasons it would be a wise move to set the date along for a month.

A series of attractively printed circulars were sent out to manufacturers during the early fall, and after a time, brought good returns. These circulars explained the exhibit in detail, and told desired exhibitors just what they were being asked to go into. A list was also issued of the houses which had already given their consent.

Early in October the executive committee became convinced by some of the communications received from manufacturers, that the interest in the affair would be augmented if it did not come off until after election and the St. Louis Fair. A canvass was taken of the manufacturers already engaged, and a practically unanimous opinion was obtained for postponement.

Since that time special representatives have been out among the manufacturers, and as will be seen, the list of exhibitors obtained is an imposing one.

These are the firms which will exhibit:

CIGARS.

Philadelphia Commercial Museum, a complete collection of foreign products.
Otto Eisenlohr & Bros., Philadelphia
Vetterlein Bros., "
Oblinger Bros. & Co., "
Pent Bros., "
B. Lipshutz, "
Theobald & Oppenheimer Co., "
A. Roig & Langsdorf "
Gumpert Bros., "
Frau & Pena, "
T. H. Hart & Co., "
A. Runge & Co., "
Frank Teller & Co., Philadelphia
E. G. Steane & Co., "
J. S. Geller Sons & Co., "
J. Mahlon Barnes Co., "
Cayey Caguas Tob. Co., New York
The Hilson Co., "
Calixto Lopez & Co., "
New York Retail Cigar and Tobacco Dealers' Association.
Victor Thorsch Co., Allentown, Pa
Marcus Feder, Cleveland, O.

TOBACCO.

Frishmuth Bros. & Co., Philadelphia
R. A. Patterson Tob. Co., Richmond, Va
U. S. Tob. Co., " "
Larus Bros. Co., " "
Falk Tob, Co., " "
J. N Cullingsworth, " "
Nall & Williams Tob. Co., Louisville, Ky
Strater Bros, Tob. Co, " "
Day & Night Tob. Co., Cincinnati, O
Queen City Tob. Co., " "
Weisert Bros. Tob. Co., St. Louis, Mo
Lovell & Buffington, Covington, Va
Bloch Bros., Wheeling, W. Va
Berry-Suhling Tob. C., Bedford City, Va
A. H. Motley & Co., Reidsville, N. C

CIGARETTES.

Aslan-Rose & C., Philadelphia
S. Omicron & Co., "
E. A. Condax & Co., New York
Butler-Butler Inc. "
Phil Morris & Co., Ltd. "
Importers Tob. Co., "
Wells Whitehead Tob. Co., Winston, N. C

The very interesting program of the affair will render it notable as a social feature and the exhibit as a display will be in no way inferior to any bazaar which has been held in this building or city. An idea of the excellence of the showing may be gained from consideration of the fact that a number of the exhibits will have been brought East from the World's Fair bodily, and will present precisely the same appearance

The Home of the Delegates.

HOTEL WALTON

Philadelphia.

THOROUGHLY FIRE-PROOF

Five Hundred Rooms, Single and En Suite

ROBERT STAFFORD, *Proprietor.*

GEO. W. SWETT, *Manager.*

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

GUMPERT BROS.

Manufacturers of

MANETO

RUNNYMEDE

GEORGE FOX

Cigars

Philadelphia

Cigars of International Fame

Olga Nethersole

FINEST HAVANA CIGARS

A BRAND OF RARE EXCELLENCE

Manufactured by ROBERT KLEE, Philadelphia

Registered Brands
TEN CENT GOODS

LA BELLE SIERRA
GRAND UNION
BOUQUET
LA FINEZA
LA FLOR DE KLEE
EL PRINCIPE DE KLEE
SAPPHO
DE NETHERSOLE

Registered Brands
FIVE CENT GOODS

MOZART
EL KLEO
ORETTA
SELECT COUNCIL
ADALINDA
BARONESA

IN THE UNITED STATES a large sale of these Cigars attests their popularity with the most fastidious of smokers. Abroad they are in favor in **London, Paris, Berlin and Vienna,** being the only American Cigars sold in these cities.

The trade throughout this country and in Europe is supplied from the factory located at Girard Avenue and Thirteenth Street, Philadelphia.

This superb brand of Cigars is sure to bring to one's mind the pleasantest of recollections of their charming namesake, whose fame is worldwide and whose art two continents have applauded——Miss Olga Nethersole

Are You Going to Havana?

WE ARE HEADQUARTERS FOR

Choice Escojidas of

Remedios, Santa Clara

and Manicaragua,

Vuelta Abajo and Partido

Factory Vegas

of Various Sized Lots.

Make Your Headquarters at Our Office

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES.

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

Consulado 142 and 144, Havana, Cuba.

Cable Address: "REFORM."

Philadelphia Office, 306 North Third St.

The Deisel-Wemmer Co.

LIMA, O.

Makers of

High Grade Cigars

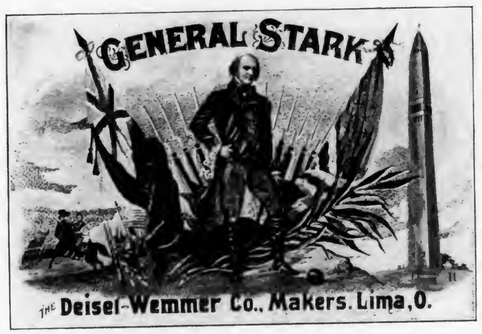
San Felice, 5c.

AND

General Stark

"For Gentlemen of Good Taste"

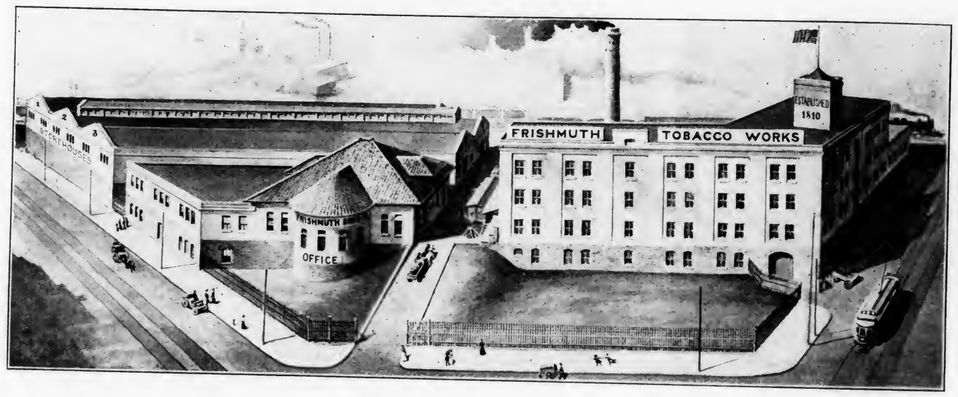
Sold by the Leading **Cigar Dealers** and **Druggists** throughout the United States



Attractive Packages

Four Sizes, and Retails at 10c.

Send for Catalogue and Prices



17th Street and Lehigh Avenue,

PHILADELPHIA

The Home of the Green Goose

FRISHMUTH'S

TOBACCO

ROIG'S

CELEBRATED CIGARS

FOR SALE BY ALL
FIRST CLASS DEALERS

Antonio Roig & Langsdorf,

MANUFACTURERS

317, 319 & 321 NORTH SEVENTH STREET

PHILADELPHIA, PA.

JERRY MURPHY
5 Cent Cigar

THIS CIGAR SELLS ON ITS MERITS

IF YOU WANT A REPEATER
TRY JERRY MURPHY

N. & N. CIGAR CO.
READING PA.

The N. N. N. and Major N.—Leading 10c. Brands.
Correspondence with Jobbing Trade Invited.

as when there. Of course the other representations will not be lacking.

For its readers who are unavoidably prevented from attending the Exposition, The Tobacco World will print in the next two issues a detailed account of the convention and exhibit which will be rendered more entertaining by photographs taken in the Hall during the week.

Look for the Sign.

AS announced in another column, The Tobacco World asks you to use its place at the Exposition for the purpose of writing your letters. If you haven't any letters pay us a visit anyhow. Look for the big sign of which the above is a miniature reproduction and which was kindly furnished by Ernest W. Rugby, 9 North Juniper street, Philadelphia, whose clever work in window cards, etc., is to be seen in many dealers' windows.

See Convention Program, Page 53.

ESTABLISHED 1842.

J. VETTERLEIN & CO.

IMPORTERS OF

Havana AND Sumatra

And Packers of... Seed Leaf Tobacco

WAREHOUSES:

Lancaster, Pa. Havana, Cuba. Edgerton, Wis. Cambridge, Wis.

115 Arch Street, - - Philadelphia, Pa.

EXPOSITION COMMITTEES.

Men Who Are Responsible for the Affair.

Following are the various committees who have charge of the Tobacco Show the chairmen of which can supply whatever information is required in their various departments:

Executive.

R. M. Boch, chairman; J. Harvey McHenry, John Klindworth, B. F. Batten, Jas. I. Hassan, David A. Schaible.

Membership.

James I. Hassan, chairman; Philip Fitzpatrick, B. F. Clapp.

Music and Entertainment.

D. A. Schaible, chairman; B. F. Batten, George W. Klais.

Reception.

F. B. Robertson, chairman; B. F. Batten, Robert Maderia, Arthur M. Green.

Finance.

R. W. Boch, chairman; J. Harvey McHenry, J. Klindworth.

Publicity.

C. H. Congdon, chairman; J. Y. Krout, J. M. Buckley, R. S. Stierly, W. Cawley, E. R. Gudahus.

Refreshment.

Jas. I. Hassan, chairman; B. F. Batten, J. Klindworth.

INTERESTING BUSINESS CAREER.

Brief Review of Firm of D. S. Erb & Co., Boyertown, Pa.

The subject of this article is one of the pioneer members of the cigar trade of the Keystone State, and a man whose career has been interesting, useful and highly successful.

Mr. D. S. Erb ranks among the oldest cigar manufacturers in the State if not in the country. His success has been achieved by hard, careful work and a constant observance of the best business principles.

It is pleasing to be able to say that all his undertakings have been crowned with good results and have gained him a prominent position in the trade.

There were lacking no confidence inspiring qualifications and the methods of Erb & Co.'s house have been shown to be progressive and of modern ideas. Quality of product and uniformity of workmanship have been most closely watched, and to that is attributed in a large measure the success which has been attained.

The line of product manufactured is both large and varied, but continued almost wholly to the higher grades of nickel and ten cent goods, among which the leading sellers to-day are the Flor de Erb, El Guarda, General Almonte, Erbanco, Castle Hall and U. S. Seal.

Mr. D. S. Erb, the venerable head of the house, was born in Montgomery County in 1841, and in 1870 he was married to Miss Boyer, daughter of the founder of the present progressive borough of Boyertown, where Mr. Erb and his family have for many years resided. Three sons are the result of the union; two of whom, Newton and Charles, are associated with their father in the management of the business.

Of these Newton has charge of the office management, while Charles superintends the factory forces. Both are comparatively young men and have shown a remarkable degree of energy and earnest activity.

The cigar business was first established in 1864, and a force of five salesmen are regularly employed in selling the product of the factory.

5c. Cigar

Roesch Bros.

--- MAKERS ---

POTTSTOWN, PA.

CORRESPONDENCE with Wholesale and Jobbing Trade Invited.

D. S. ERB & CO.

Makers

Boyertown, Pa.

ESTABLISHED 1864.

Seal Cigar Factory

JOSEPH HOLLARD & SONS

MAKERS OF

Hollard's Premiers — Hollard's — Franklin Club

Luxury, and Numerous Private Brands

2203 SOUTH STREET

PHILADELPHIA

You Can Save Money

BY USING A

NATIONAL CASH REGISTER

A National should be used wherever money is handled in a retail way.

A National enforces carefulness, accuracy and honesty in the handling of transactions.

A National stops the small leaks that would grow into big losses.

A National pays for itself within a year and then earns 100 per cent. per annum.

A National Records

1. Cash Sales.
2. Credit Sales.
3. Money Rec'd on Acc't.
4. Money Paid Out.
5. Money Changed.

National Cash Register Co.

Dayton, Ohio, U. S. A.

Offices in All Principal Cities of the World

CUT OFF HERE AND MAIL TO US TODAY.

N. C. R. Company, Dayton, O.

I own a _____ store. Please explain what kind of a register is best suited for my business. This does not obligate me to buy.

Name _____

Address _____

The Tobacco World. No. Clerks _____

EX-PRESIDENT TUCK WRITES ABOUT THE WEST.

Joseph E. Tuck, who is universally known among the retail trade of Philadelphia, and who a short time ago retired from the presidency of the Philadelphia Cigar and Tobacco Dealers' Association, writes an extremely entertaining letter from Los Angelos, where he is pleasantly situated for the winter. Following is an excerpt from Mr. Tuck's letter which will be interesting to his friends and acquaintances:

"The only stop we made coming here was at Kansas City, Missouri, and I found that city so wide awake and rapidly increasing in population, and new buildings, that I believe it is destined to become the New York of the West. In October alone building permits for over a million dollars were taken out which excelled anything in the city's history. A new Union depot to cost three or four millions is in contemplation and will be a decided improvement as the one now used is inadequate and unsightly, as well as inconvenient.

"During my stay there of a week's duration I studied the cigar conditions, and find the trust goods under private brands, which are controlled by their respective handlers, but few if any of the trust's brands were advertised except in the United Cigar Stores Co.'s places, and the latter are not successful as they gave up the best location they had which was taken by an independent concern. Such action shows they are watching expenses closely, as the raising of rent caused their evacuation.

"The tables are turning and independents are driving them to cover by possibly the same tactics they themselves had formerly utilized to drive out others.

"I smoked Cincos and Manetos and felt I was at home.

"After departing from Kansas City over the Sante Fe route we passed over about twenty miles of washout which took place three weeks before our coming and which cost the railroad over two million dollars, and to view the rapidly constructed trestle work and filled in railroad beds was a wonderful sight. Since our departure we have had nothing but sunshine.

"The city of Los Angeles is growing so rapidly that it will be famous as a residential location and one of the largest cities in this State. Some of the conditions are very different here, for instance rats live up the trees and squirrels, owls and prairie dogs live together in holes in the ground, water is nearly altogether under the ground, and without irrigation very little soil would be productive.

"The retail cigar trade, which I have not yet studied carefully, seems to be done in front of saloons, barber shops and every available outside corner where a case five feet long can be stuck. Dice shaking is the rage, as like in Philadelphia, all machines were cleared out, but with the coming of more Eastern people and growth of the city, more beautiful cigar stores will appear and in course of time will predominate. There are no United Cigar Stores Co. places here and while there is much talk of them coming to San Francisco, I have not heard of their signs beings out yet."

J. E. TUCK,
Hotel Bellevue Terrace,
Los Angeles, Cal.

—The executive committee of the Dark Tobacco District Planters' Association of Kentucky and Tennessee met at Guthrie last week and executed articles of incorporation which were forwarded for record. Satisfactory reports from all the counties were read.

BLACK THREADS

Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.

Packed by hand in 3½ oz. packages.

Union Made. The Wrappers are Good for Premiums.

Write us for Samples and Prices.

The Gem City Tobacco Co.

DAYTON, OHIO.

A LINE OF HIGH GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

Misting, Spraying, Flavoring, Casing, Whitewashing.

The FOUNTAIN SPRAYER, for misting fillers,	$4.00
The SIMPLICITY AUTOMATIC SPRAYER,	7.50
The LITTLE CLIMAX TOBACCO PUMP,	10.00
The PROGRESS, JR., SPRAYING MACHINE,	16.50

Also make large FIELD SPRAYER which covers four rows at one time.

Send for free Catalogue.

Dayton Supply Co., Dayton, O.

Successors to Nixon Nozzle & Machine Co.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA & SUMATRA TOBACCO
IMPORTERS OF
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street,
Philadelphia.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET TAKES ANOTHER SPURT.

New Buyers Arrived in Town and Prices Remained Firm, Especially for Remedios, of which there is a Scant Supply. Commission Houses Busy.

[Special Correspondence of The Tobacco World.]

HAVANA, November 28, 1904.

The market has been quite active again during the past week, and as a number of new buyers have arrived in town, the good feeling noted previously has been fully sustained. Prices remained very firm, and particularly so for Remedios which is decidedly tending upward, owing to scant supply of really fine heavy-bodied goods.

Vuelta Abajo of quality is also actively inquired for, and it is said that that Trust has taken some 2000 bales of this class; whether for use in its factories here or for the North, however, is not known. Partido tobacco is only in limited supply, and it seems the best classes are all gone. The several commission houses here are so busy in baling tobacco that most of them had to keep their men at work even last Sunday.

The new crop is growing, and prospects are fair for the Vuelta Abajo and Partido regions, although reports speak less hopeful for the coming Remedios crop, owing to the reasons previously stated.

Sales

amounted to 8300 bales in all, or 3900 of Vuelta Abajo, 350 of Partido and 4050 bales of Remedios. For the United States 4350 bales were purchased, 1400 for Europe and 2550 bales for home consumption.

Buyers Come and Go.

Arrivals:—Moritz Neuberger and Fritz Lederer, of Heinrich Neuberger, Bremen, Germany; Theodore Will, of Will Gebrueder, Hamburg, Germany; A. Pazos, of A. Pazos & Co., New York and Havana; General Emilio Nunez, of Loeb-Nunez Havana Co., Philadelphia and Havana; Manuel Garcia, of Perfecto Garcia & Bro., Chicago; E. J. Knecht, of E. J. Knecht & Co., Cincinnati; John Hart and William Holman, of Hart & Murphy, Saint Paul, Minn.; M. Blumlein, of A. Blumlein & Co., and John Fielding, of Rothschild & Bro., New York.

Departures:—Leopold Loeb, Harry Nathan, Julius Vetterlein and Harry C. Vetterlein, for Philadelphia; Edward Arendt and Ellis Arendt, for New York.

Havana Cigar Manufacturers

are busy still as far as the larger independent factories are concerned, as the demand keeps up for Great Britain and the United States, while the call for Germany is less animated. Excepting orders to be filled yet for the holidays, the orders are running more for sizes of goods which find a ready sale all the year through.

The following factories report a flourishing state of affairs, viz.: H. Upmann & Co.; Cifuentes, Fernandez & Co., of the Partagas factory; Behrens & Co., of the Sol; Rabell, Costa, Vales & Co., of the Ramon Allones and Cruz Roja; J. F. Rocha & Co., of the Crepusculo; Enrique, Dorado & Co., of the El Rico Habano, and Remigio Lopez y Hno, of the La mas Fermosa. Rodriguez, Arguelles & Co., of the Romeo y Julieta, are phenomenally busy, as they have just opened up another gallery for one hundred additional cigarmakers, thus employing now five hundred of them.

Buying, Selling and Other Notes of Interest.

John Fielding, of Rothschild & Bro., New York, Detroit and Havana, has been seen in conjunction with Sidney Rothschild all over our market, and it is said that the above house must have secured at least 1500 bales of the finest escojidas and vegas of Remedios, besides having made some good-sized purchases of Vuelta Abajo.

Rabell, Costa & Co. are stated to have made one sale of 2000 bales of their fine Montezuela and Vuelta Abajo escojidas.

Julius Vetterlein, unfortunately, could not be seen by your correspondent before his departure on Saturday for his Philadelphia home, but while he may not have kept up his purchases at the same ratio as during the two days immediately after his arrival, it is probably no exaggeration to put him down for another 1000 bales of Remedios and Vuelta Abajo vegas.

Muniz, Hnos & Co. seem to do business upon a large scale when Don Luis thinks the time has come to turn over the goods with a small profit, as he says he wants his buyers also to make some money, and that he does not want it all for his firm. As a result their sales ran up to 1500 bales last week. The Spanish Regie has at last commenced to operate, and while no exact reports of its doings can be had yet, it stands to reason that the purchases will be sufficient to clear the market of the low priced grades of Vuelta Abajo and Remedios.

Sobrinos de A. Gonzales have sold 1200 bales of all kinds of leaf.

M. Blumlein has not waited in beginning purchases for his firm, although no exact amount can be stated yet.

Sobrinos de V. Diaz closed out some 600 bales of Remedios and Vuelta Abajo.

Leopold Loeb and Harry Nathan left here well satisfied with the business done by the Loeb-Nunez Havana Co. during their stay in town, and feel satisfied that General Nunez will continue the good work in disposing of the choice large stock of goods held by this firm. The latter was given quite an ovation by a large number of friends upon his return here.

Grau, Planas & Co., have moved their office to 22 Reina street, where they have an ample warehouse to store their goods. They disposed of 350 bales of Remedios and Partido last week.

A. Pazos has been doing the usual hustling business since his return here, although he is too modest to give any figures of his sales.

Jose Menendez closed out 300 bales of Vuelta Abajo and Partido, and is in treaty upon some still larger lots.

Don Mauricio Neuberger was warmly welcomed by his many friends here and in conjunction with his aide-de-camp,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HABANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

Bridat, Mont Ros y Cª
Mercadores 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 312*

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

Don Federico Lederer, has been seen all over the Havana markets. Reports state that they have made some heavy purchases.

Aixala & Co. sold 200 bales of different kinds of leaf last week.

Edward and Ellis Arendt made some good purchases of fine tobaccos in the country and here.

Gonzalez, Benitez & Co. turned over 200 bales of Vuelta Abajo and Remedios.

G. Salomon y Hnos disposed of 150 bales of the same kinds of leaf to Northern customers.

Receipts From the Country

	Week Ending Nov. 26. Bales	Since Jan. 1. Bales
Vuelta Abajo	2,532	230,379
Semi Vuelta	332	20,453
Partido	262	56,981
Matanzas	—	201
S. Clara & Remedios	2,449	74,795
Santiago de Cuba	14	630
Total	5,589	383,439

The Week in Milwaukee.

Box Manufacturers Say Better Packages Are Demanded This Year.

Milwaukee, Wis., Dec. 6.

For weeks the local dealers have been getting in their fancy packages. Business has been rushing, especially with the stores which are leaning largly to box trade. Inquiries from the country stores are pleasing, and the storekeepers in the rural districts are onto their jobs, just as well as are the city fellows. A couple of local dealers who are leaning toward the jobbing end of the business recently went into the jobbing department on a small scale, each putting in one half of the cash needed to carry out their plan, which was to run an advertisement in half a dozen country papers, setting forth that box trade was their specialty, and that Christmas boxes were the most acceptable presents. The orders came in from all sections where the country paper circulated. The ads didn't cost much, but they were business bringers just the same.

"Cigars of Merit" is the big gold sign on the windows of a leading Wisconsin street retailer, whose place of business is next door to the Chain store, east of the river. This gold sign is put on for all time. The trade also knows the statement is true, as the firm has been in business many years here, and its business is growing right along.

R. G. Hayssen, president of the Western Cigar Box Manufacturers' Association, gave the following interesting talk to the "Tobacco World:" "You can bet that the cigar makers and dealers all over this section are having a good trade. I have been in close touch with the box makers and supply men and they are all doing a good business. There will be a rush for a few days more, and about December 15 to 20 it will begin to slacken up in all lines, except the retailing. It will pick up again right after the first of the year, and there will be a lively business for tobacco people in all branches until spring. I have noticed this year that the cigar dealers want better packages. I hope this idea will stick to them right along. Cigars will most certainly sell better when they are put up in attractive packages. You know yourself that if you went into a store and didn't know what kind of a cigar you wanted you would give preference to a cigar in a decent looking box rather than one in an old shell. The eye cuts as much figure in selecting a smoke as does the taste. Some people may disagree with me, but they will not convince me that I am wrong."

J. P. Brill & Co. have opened a swell new cigar store in the Miller Cafe Building, Milwaukee, which is known as The Smoke Shop. The formal opening on December 3 drew a "large house," as handsome invitations were sent broadcast over the city to smokers. At the bottom of the card was this: "Come and have a smoke with us." From the looks of the crowd one might think every smoker in town heard of the opening. The free smokes were not bad, either.

Mrs. Mary Tebo, of Broadway, Menominee, Mich., has about completed a handsome piece of furniture, every bit made from cigar boxes. It took more than 1000 boxes to make the table and the work has taken over two years. Mrs. Tebo is 61 years of age, and all the work was done with a jack knife. Those who have seen the table declare it to be the work of an artist.

ANDERSON.

Boston Trade Stays Good.

Rush to Redeem Coupons Sent Down Their Price.

Boston, Mass., Dec. 4.

Trade among the retailers has been fairly good the past week, the cigar factories all appear to be busy and the jobbers seem to be contented.

Most of the retailers who have been giving their own coupons with every purchase have stopped doing so on account of the new State law which went into effect December 1, and it means quite a saving to them. The United Cigar Stores are about the only ones giving away coupons, and they are compelled to pay 3 per cent. to the State for doing so. Retailers were kept very busy on the 29th and 30th buying up the Florodora coupons, many people being ignorant of the fact that the time of the redemption of same had been extended another year. They were anxious to dispose of same, and many coupons were bought at 25 to 30 cents for a hundred whole ones.

R. A. Patterson, of the R. A. Patterson Tobacco Company, Richmond, was in town this week.

A new cigar store which opened for business this week is that of the Ideal Cigar Company, at 6 State street.

Harry Mandel is now the proprietor of the cigar stand in Campbell's Cafe, at 5½ Broad street.

Esterbrook & Eaton have a sign in their window this week stating that ladies are invited to come in and examine their holiday cigars, tobacco and smokers' articles.

Schubert Bros., who manufacture the famous Schubert's Smokers, are now placing amongst the trade a new brand of 10 cent cigars called the "Westwood" Londres.

Feldman Bros. & Wile, leaf dealers, at 226 Milk street, who are only in business about a year, are reported to be doing a nice, satisfactory business. H. Gassett is their local salesman and is very popular with the trade.

Mr. Batchelder, of the "C. C. A." Cigar Factory, spent a few days last week in New York.

Mr. Barnett, of M. Barnett & Co., leaf dealers, 26 Fleet street, just returned from a brief trip to Providence and New York. While in the metropolis he secured a nice lot of old Connecticut Havana Seed Seconds.

J. N. Finkelstein, a jobber here, also spent a few days in New York the past week.

L. Miller & Sons are placing on the market here a new brand of cigarros called Leroy Cubanos, packed 12 in a neat tin box and retailing at 25 cents a box.

Rosenthal Bros., 326 Hanover street, are busy making repairs and when their store is finished it will be one of the finest cigar stores on Hanover street.

A man known as the "Diamond King" recently tried to work his way into the good graces of B. M. Wollenberg, the popular Fremont street tobacconist, and thereby make a touch, but Mr. Wollenberg smelled a rat and turned him down, as he had been bitten once before.

I. Frankel, 12 Columbus avenue, who manufactures the "Famous" cigar, is working over time to keep up with his orders.

BEN ALI.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
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NEW YORK

B. & SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & Co.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
136 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "HIRSCH."
Joseph Hirsch & Son
N. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Dec. 5.

The trade stopped to gasp a little at the marriage of the most important factor in the tobacco business—James B. Duke—as that magnate had been regarded as a confirmed bachelor. Some of the "I told you sos" are wagging their heads, though and declaring that they were wise to what was coming, right along. Of course, it is now evident that the large operations which have been conducted on Mr. Duke's summer place were in anticipation of this happy event.

• • •

The United Cigar Stores Co. is waging a suit against a Bowery retailing firm to compel it to refrain from imitating the get-up of the stores of the United Co., which is made distinctive by the red band around the windows, the coupon system, store arrangement, etc., which the United Stores Co. claims because it was the originator.

This will act as a test case, and some of the United Co.'s officials intimate that if it is successful there will be a number of cases brought against dealers who the company believes are trying to copy its style. The case will probably not be tried for two or three weeks.

• • •

The Brooklyn branch of the local dealers' association met last week and talked over the plans for going to Philadelphia during the week of the exposition. Most of the members were enthusiastic over the affair, and Brooklyn will contribute a large quota to the delegation. According to reports, the association is now doing a business of about $30,000 a month and the coupons are moving better than ever before. The next meeting, in January, will commemorate the second anniversary of the establishment of the association in Brooklyn, and there will be a special program.

• • •

The Board of Trustees of the New York Leaf Tobacco Board of Trade met during the week and considered plans to make efficient protest against the proposed reduction of the duty on Philippine tobacco to 25 per cent. of the Dingley tariff. This body is not the first to take action in this matter, and in the campaign to be waged the cooperation has been promised of a number of other organizations. The Cigarmakers' International Union is among those vitally concerned.

• • •

E. Locker & Co., jobbers, at 267-73 Bushwick avenue, Brooklyn, have sent out a circular headed "Important to the Entire Tobacco Trade," which explains the company's suit in the New York Supreme Court against the American Tobacco Co. and the Metropolitan Tobacco Co., news of which was printed in these columns some weeks ago. The circular, which is dated December 3, is rather voluminous and reads in part as follows:

We have recently begun a suit in the New York Supreme Court against the American Tobacco Co. and the Metropolitan Tobacco Co., which we have undertaken in order to protect ourselves against what we regard as an unlawful combination in restraint of trade, whereby the free pursuit of our lawful business in this State is restricted; and, in view of many references made to our litigation in the public journals, we have decided to make the following statement concerning it to the trade.

In the year 1862, long prior to the organization of the tobacco trust, our predecessor in business, the late Henry Herbert, and his associates, founded and built up our tobacco house in this place, where for more than forty years it has continued to do an extensive and prosperous business. The business has earned and established a valuable good-will and reputation throughout Greater New York and elsewhere, and has become generally known throughout the country as the largest tobacco establishment in the United States doing business both at wholesale and retail.

About 1890 the American Tobacco Company was incorporated, and as it gradually absorbed many of the tobacco manufacturing houses with whom our establishment had previously done business, it solicited us to give to it our patronage, and through its representatives constantly urged us to deal with it, and assured our predecessors and ourselves that at all times our orders should receive the promptest attention on the most favorable ruling terms. Relying upon its representations, and assurances of fair dealing, we continued to have large transactions with the American Tobacco Co., and to be active in the introduction of its products to our customers until 1899, when the Metropolitan Tobacco Co. was formed. Then the American Tobacco Co., having quietly secured and put out of business all the concerns of which we could buy the merchandise which had thus by its act become indispensable to our business, notified us in substance that under arrangements made with the Metropolitan Tobacco Co. the tobacco trade in Greater New York, including ourselves, would thereafter be supplied with its goods only through the Metropolitan Tobacco Co., as its representative and distributor, and that thereafter it would not fill any further orders in Greater New York, except those which came through the Metropolitan Tobacco Co.

The Metropolitan Tobacco Co., and likewise the American Tobacco Co. itself, then urgently solicited and urged our business house to continue to it the dealings which for so many years we had had directly with the American Tobacco Co., and with other companies which had meanwhile become absorbed in it. Its representatives renewed their assurances and reaffirmed that every possible consideration should always be shown us. Special rewards were offered by the American Tobacco Co. to our salesmen for persuading our house to purchase its merchandise, and for identifying ourselves with the sale of the various tobacco products, cigarettes, etc., marketed by it.

After the formation of the Metropolitan Tobacco Co., and the secret combination made between the American Tobacco Co. and itself, the American Tobacco Co. continued frequently to send to us its agents to solicit the continuation of our orders to the Metropolitan Tobacco Co., and in continued reliance upon the promises above outlined our house has in good faith for years largely devoted the facilities of its great establishment to the sale of the products of the American Tobacco Co.

Recently, and without any just cause or complaint of our course of business, and in defiance of our previous understanding and course of trade, and of every principle of fair dealing, the Metropolitan Tobacco Co., as we believe, by the direction of the American Tobacco Co., has refused to fill any of our orders at any price for any of the merchandise marketed or controlled by the American Tobacco Co. This is the same merchandise with which for years past these two companies have so earnestly solicited us to identify ourselves, and which in reliance upon their assurances has been made important to our business, as shown above. Simultaneously with this refusal to fill our further orders, the representatives of these companies have notified us in substance that our business was too prosperous, and that unless we would consent to sell out to them upon their own terms and would agree never again to go into the same business they would boycott us and prevent our purchasing anywhere the merchan-

OUR TWO BIG SELLERS

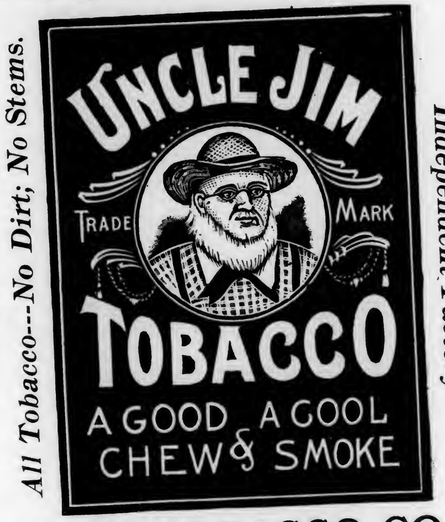
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Hargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana.
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
EMOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St.
First-Class Free Storage Warehouse
209 East 26th St.; 204-208 East 27th St.; 138 Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 J.
Inspection Branches.—Thos. B. Earle, Edgerton, W. 206 North Queen street, Lancaster, Pa.; Henry F. Feustern Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville Grotta, 1015 Main street, Hartford, and Warehouse Point, Co. Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Established 1880.
For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

10th ... 8½ Water St.; ... New York ... Fran... ber V...

disc necessary for the conduct of our business, and would drive us out of business. Their representatives have, as we are informed, circulated stories about us which are grossly untrue; have tried to influence our employes, and in a variety of ways appear to be attempting to make good their threats.

We have, therefore, for our protection, begun this suit in the New York Supreme Court against the American Tobacco Co. and the Metropolitan Tobacco Co., which, if necessary, we propose to take to the Supreme Court of the United States.

We do not, therefore, regard this as our suit alone, but we are compelled to look at it as a struggle in which every independent tobacco manufacturer, jobber or retailer, from the largest to the smallest, has a direct personal interest, and we invite the active cooperation and assistance and suggestions of all, because all are necessarily interested and must necessarily be affected by the result.

We invite correspondence, information and suggestions as to the experience of others with the tobacco trust, whether the facts are believed to be available in our present trial or not. Much which seems now irrelevant may later become most important. We are resolved to leave no stone unturned and no legitimate avenue for relief untried.

For obvious reasons we do not here fully disclose our legal status and the entire basis of our claims for relief before the Courts, but all persons interested in the question at issue and desiring further information concerning it are invited to address our counsel in the suit, Frederick P. Bellamy, 204 Montague street, Brooklyn.

* * *

Austin, Nichols & Co., through their cigar department manager, J. Edward Cowles, have issued their regular catalogue of premiums offered to the retail trade for the purchase and sale of the company's leading brands of cigars. The list includes some very handsome furniture, dining room table ware, books and toilet articles. One certificate is given with each box of cigars, 20 with orders for 1000 and 10 with orders for 500. BUCK.

Wilmington Asso. Develops

A Permanent Local Will Be Formally Organized January 8th.

Wilmington, Del., Dec. 5.

At an informal meeting of the retail cigar and tobacco dealers of Wilmington, Del., held at the store of N. J. Windish, Fourth and Poplar streets, this city, last week, it was decided to begin active operations immediately after the Christmas holidays.

Geo. B. Neef, of Fourth and Adams streets, who is acting as temporary chairman, reported a gratifying increase of sentiment in favor of the association, and presented several new names. H. J. Windish, as temporary secretary, had also a very favorable report to make.

A formal meeting of the association will be held at the same place at 2 o'clock Sunday afternoon, January 8, at which time the objects of the association will be formally stated and a permanent organization effected.

Among the more prominent of those interested may be mentioned L. A. Hillersohn, Geo. B. Neef, H. J. Windish, E. A. Ginder, Wm. C. Conrad, D. A. Rommel, Henry Witsil, N. Altman, Wm. W. Hawkins, Chas. B. Maxwell, Wm. P. Gross, L. T. Martin, T. T. Orbaun, John S. Orr, John S. Greisendorfer and James H. Harkins.

L. A. Hillersohn, who has been identified with the movement from its inception, stated that he foresaw a large field of usefulness for the association in this city and would devote considerable energy to its success.

All who are interested are invited to attend the meeting in January.

LATE OPENING OF THE TOBACCO SEASON IN KENTUCKY.

A dispatch from Owensboro, Kentucky, states that all indications point to the possibility of a late opening for the tobacco season. There is a general disposition of the farmers to hold their tobacco for the minimum price ($8) fixed by the recent meeting held at Lynchburg as there are no buyers who are willing to open the market at any such figures. However, the general sentiment among the tobacco men shows that this year's crop is expected to bring a better price than it did last year.

—Harry Hildebrand a cigar manufacturer of Logansport, Ind., has opened a factory in the Hamlin building in that city.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

"El Draco" Cigar Manufacturing Co.

PHILADELPHIA

Manufacturers of

"Rutherford"
Full Havana Cigars
IN 6 SIZES
Perfecto Royal Conchas Bouquet
Regalia Perfecto
Londres Fine Especial
Panatelas Finas Delicados
10c. 3 for 25
2 for 25 3 for 50

AND

"HUNTER"
The 5c Cigar
A Good One to Follow
And a Hard One to Beat
WINNER OVER EVERYTHING

Factories—First District, Penna.

Correspondence Solicited on Private Brands

Established 1871 **Capacity 75,000 Daily**

W. H. RAAB & SONS

Dallastown, Pa.

WHOLESALE .... MANUFACTURERS **High Grade CIGARS**

Nickel Goods and 2 for 5 Our Specialty

The following are a few of our Prize Winning Goods, that were awarded a Medal at the St. Louis Fair on their Strictly Uniform Quality and High Merit:

RAAB'S 463, a Popular 5c. Leader,
PRAIRIE GIRL, EL DORADO,
PARAKEETS, ROSE GLEN,
BELLE OF YORK, COSMOPOLITS,
YORKTOWN BELLE. MEDAL DE REINA,
PRIZE MEDAL, MODERATOR,
KOKOMO, BOUNCER,

RAAB'S 463
HAND MADE
Havana Filler 5¢ Straight

SWEET FLOWER, ANGOLA,
CIPANGO, MABEL,
PIG POG, LA CUBA,
LA LISETTE, LA DENIS,
CUCUMBER, CALF SKIN,
COON SKIN, FEAST OF ROSES,
SPRINGTOWN ON THE PIKE.

We Present the Largest Line of Goods that are Strictly Meritorious

CORRESPONDENCE, with Wholesale and Jobbing Trade Only, is Invited

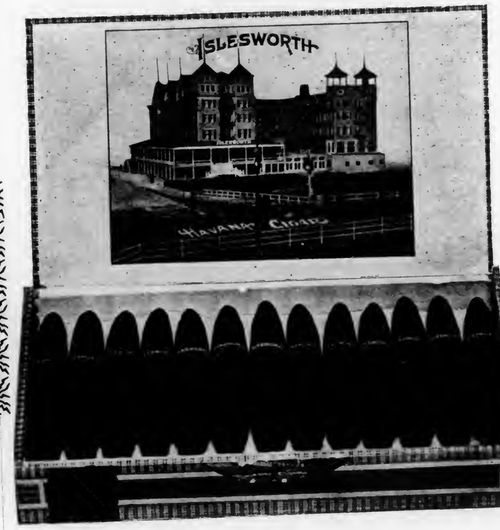
M. HERNANDEZ

1714 Columbia Ave.

Philadelphia

MANUFACTURER OF

High Grade Cuban Hand-Made Cigars



El Fenix

An Excellent 5c Cigar
Made in 5 Sizes
AT $35.00 PER M.

Islesworth

CLEAR HAVANA

Made in 10 Sizes

From $50 to $250 Per M.

Correspondence with Wholesale Dealers and Jobbers having High Class Trade Invited

SATISFACTION GUARANTEED

A CIGAR THAT IS WORTH FIVE CENTS!

THE KRULL CIGAR

is our latest, and, we believe, the best on the market to-day. It is honestly made, by experienced workmen, and contains a fine Havana filler and Sumatra wrapper.

We would like you to try them with your customers, they are sure to like them and will always buy them. A line of "**KRULL**" cigars in your stock will increase your business. Try it, and be convinced.

CHAS. A. KRULL

MANUFACTURER

No. 1924 Oxford Street

PHILADELPHIA

A. C. VALENTIN

MANUFACTURER OF

FINE CIGARS

NORTHEAST CORNER

Nineteenth St. and Ridge Ave.,

PHILADELPHIA

John T. Dohan **ESTABLISHED 1855** W. H. Dohan

DOHAN & TAITT,

Importers

OF

HAVANA

AND

SUMATRA

AND

Packers

OF

SEED LEAF

TOBACCO

No. **107** ARCH STREET,

Philadelphia.

D. FRANK KALTREIDER

(H. L. HAINES. Manager Sales Department)

Wholesale Manufacturer of

All Grades Domestic Cigars

RED LION, PA.

Goods sold through the Wholesale and Jobbing Trade Exclusively.

Attractive in Appearance; Uniform in Quality and Workmanship.

Distributors wanted everywhere on our Special Brands:

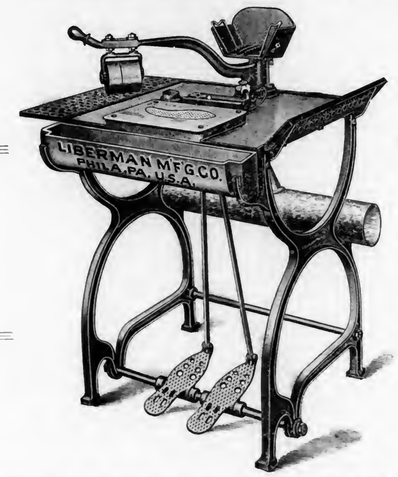
La Foresto
Sporty Duke
Lejano
Pan-Ex.

Samples cheerfully forwarded to responsible applicants, and satisfaction guaranteed on all lines of our products.

DAILY CAPACITY, 50,000

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.



Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

Morris D. Neumann & Co.

(INCORPORATED)

—CIGAR—
Manufacturers

Our 5 Cent Brands

WHITE KNIGHT JEROME SYKES

Admiral Schley-extra quality

HAVANA CIGARS

Sherlock Holmes—Elisha Gray—Priscilla

Phila-Rosa

Philadelphia, Penna.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

L. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

IF YOU NEED

HAVANA AND SUMATRA

Consult Us

BENJ. LABE & SONS

231 & 233 North Third Street

PHILADELPHIA, PA.

Direct Importers

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, DEC. 7, 1904.

ANNOUNCEMENT.

The Tobacco World wishes to announce to its readers that it has secured a limited number of tickets for the Tobacco Exposition to be held in Horticultural Hall all of next week and will supply them to its subscribers on application either by mail or in person. The regular price of a ticket, good for fourteen consecutive admissions, is $1, but the Tobacco World has an arrangement whereby it can supply the needs of subscribers free of charge.

In addition to this service, the publishers of this paper invite all those interested in the Exposition who may desire special information concerning it which is not already printed in other columns of this issue, to address queries to this office where they will receive prompt attention.

Delegates and visitors to the Convention and Exposition are asked to call at the publication office of the Tobacco World while in the city for any information desired, where they will receive a hearty welcome.

In addition to this, the Tobacco World will have a table in the Exhibit Hall which will be supplied with writing materials and stationery, which visitors are requested to make use of.

THE TARIFF REDUCTION.

Secretary Taft's pet scheme to help out the Philippines by his tariff proposition is creating all kinds of an argument, and the domestic tobacco trade does not propose to see the reduction go into effect if it can do anything to prevent it.

A number of organizations have placed themselves on record as against the cut, among them the New York Leaf Tobacco Board of Trade, and it is certain at least that strong opinions will be expressed before the plan is permitted to go through.

The Philadelphia Record had the following to say editorially:

"An organ of the tobacco trade has a Washington correspondent who is earnestly engaged in proving that the increase of freight rates that will result from the exclusion of foreign shipping from the Philippine trade will be far from sufficient to offset the reduction in tobacco duty recommended by Secretary Taft. The paper also presents a picture of the Secretary, backed by Filipinos, throwing the entire tobacco trade of the country into consternation by his proposal to reduce duties to 25 per cent of the Dingley rates. The packer, the leaf grower and the manufacturer look as if they were about to fall dead. Of course, the protected interest alway does this sort of thing. The present and prospective tobacco output of the islands is not great enough to destroy any interest, but the attitude of this trade paper shows how little likelihood there is of a Republican Congress reducing duties on Philippine or any other products. The Republicans are bound not to reduce any duty that any one will say is of pecuniary value to him."

Let us hope that the Record is a good prophet. At the same time it is well to consider that the "prospective output of the islands," will be largely regulated by the size of the market and the corresponding financial returns to the grower. There always have been found ways of cultivating backward land or changing soil so as to increase its productive capacity in order to meet growing market demands.

ANTI-TOBACCO PLEDGE UNPOPULAR

The Women's Christian Temperance Union has been seething in convention in Philadelphia this last week and some hundred or more very earnest opinions on various events of the day were very earnestly expressed.

The doings of these good and zealous women are not of particular interest to the tobacco trade as a rule, but there was one incident of the Convention which is pertinent and may be accepted as a rather amusing definition of the limit to which this evil exorcising organization can hope to go.

The thing happened during the session of last Wednesday when an effort was made to have an anti tobacco clause inserted in the pledge for the honorary members. Most of these honorary members are men and the women, thinking it over a little before a ballot was taken, voted overwhelmingly against it; in fact there were but six affirmative votes.

The process of reasoning was obviously this: The majority of men use tobacco and they wouldn't join us or continue to belong if they had to give it up. I guess we'd better not go too far.

The Tobacco World respectfully suggests that the W. C. T. U. would doubtless be able to swell and hold its male ranks in a much greater degree if it would remove the liquor restriction.

Philadelphia Tobacco Trade.

October Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of November, consist of the following figures:

Cigars at $3 per M.	56,702,620
" at 5¢c. "	28,000
Cigarettes at $3 per M.	25,000
Cigarettes at $1.08 per M.	4,630,000
Cigarettes at 54c. "	38,500
Manuf'd Tob. at 6c per lb	120,846
Snuff stamps at 6c per lb	251,975

Catlin Sells Out.

Wm. Catlin, who for more than two years past has been conducting a retail cigar and tobacco store at 144 North Eighth street, and trading as the Pennsylvania Cigar Stores Co., has sold out his business to Hartman & Kohn, cigar manufacturers of New York city. During his stay in this city Mr. Catlin made many warm friends who unite in expressions of regret at his leaving.

Possession was given the new firm on Nov. 28, but no formal announcement was made until this week, when Mr. Catlin left for New York to spend several weeks among friends and for recreation. He has made very desirable connections with the Victor Thorsch Company of Allentown, in the capacity of general traveling representative, with the whole country as his territory. He will not enter upon his new duties, however, until Jan. 1, next.

The new proprietors have engaged E. E. Shaw as manager of the store. Mr. Shaw was at one time in the cigar business upon his own account on Eighth street below Vine, but later was in the employ of the M. Goldberg Co., cigarists, at 98 Liberty street, New York.

Sheip & Vandegrift's New Box Factory is Completed.

Sheip & Vandegrift, cigar box manufacturers, of Philadelphia, announce that the firm's new plant at Knoxville, Tenn., is completed and operatives are to commence at once. This house has been manufacturing cigar box lumber veneered and imitation for more than twenty years, and shows a worthy ambition to remain at the top of the heap.

"We have within the last year been successful in interesting considerable amount of capital," said Mr. Sheip, "and secured the most favorable location in the United States for the cutting of poplar, cigar box lumber, and we have equipped our plant with the latest improved patent machinery. We have been successful in securing for our company the original inventor of the Slice Cutting Machines, Veneer Cutting Machines and Dryers, though at great expense. In addition we have employed two or three of the most practical mechanical draughtsmen and machinists to further develop and improve the machines which were only in a very crude state."

"Quatility" is Selling.

Theobold & Oppenheimer's Quatility, which is being distributed by the United News Co. on the free coupon plan is moving out well, and many dealers report a good steady return of the coupons, which are clipped from newspapers and good for two cigars when accompanied by a nickel.

This plan of getting the Quatility on the Philadelphia market recalls the tremendous run which the American Tobacco Co. built on its Cubanola three or four years ago. It will be remembered that the cigar was advertised on nearly every dead wall, bill board and in newspapers. Indeed the whole town was plastered with the name of the cigar, and the company, in addition, went to the expense of mailing a certificate to every voter in Philadelphia, which, without conditions was good on its face for a cigar at any dealers.

These coupons poured in and the cigar, a 5 cent one, soon ran up a tremendous sale which continued for some time. In bringing the cigar before consumers, the manufacturers were perfectly successful, and it is hard to tell whether the later falling off of the business was due to a deterioration in quality, or falling off in advertising, or what. The cigar sold at regular price to the jobber at $3.50 but some got a considerably lower price.

Leopold Loeb, of the Loeb-Nunez Havana Tobacco Co., left on Saturday last for Havana, accompanied by his son Arthur.

L B

Established 1825

Lewis Bremer's Sons

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third St.

Philadelphia

Correspondence Invited. Samples Furnished.

S

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

PATRICK GORDON—Territory given good distributors everywhere.

Manufacturer of

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

SOME EXCELLENT NEW BRANDS
will be announced in a few weeks.

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

For

The Best Boxes

Go to

WEIDMAN & MOYER

CIGAR BOX Manufacturers

Womelsdorf, Pa.

Correspondence Solicited.

Here and There With the Retailers

Yahn & McDonnell, report considera ble demand for Porto Rican product, which as stated two or three weeks ago are beginning to work again on this market. The firm finds one brand especially popular, which sell for $9, while some brands sell as high as $16 and evidently give satisfaction to fastidious smokers. The Porto Rican prop osition has certainly got to be reckoned with by the domestic manufacturers.

I. Lowengrund has a handsome display in his Third and Market streets window of Mahayl cheroots, manufactured by Gullio Risarez & Cia, of Manilla, which are being sold in 10 cent packages of 15. The window is very tastefully decorated and is attracting considerable attention.

B. Horwitz, dealer at 2508 Richmond street has the sympathy of the trade over the death last week of a daughter from heart disease. The girl was only 17 years old.

N. W. Young, who recently purchased the cigar store of Goldsmith & Co., at Third and Chestnut streets, has been in personal possession for some days and reports business as fair.

Godfrey S. Mahn, who has been in New York much of his time lately, looking after that end of his business, is back in town and says things are working up well in the metropolis.

Hancock & Adams, of Seventh and Chestnut streets are making a good window out of Prize Cup Turkish and Egyptian cigarettes manufactured by a New York house.

L. Podolnick, South street jobber, is making a window display of some of the brands of I. Lewis & Co., of which Z. J. Norris is local distributor.

M. Scheinfeld, of 1601 Ridge avenue, is making a display of Henry E. Abbey's Invincibles and Napoleons, and is having quite a run on them.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

OUR

MUSLIN, CLOTHINE AND ROPE FIBRE

SIGNS

CREATE DEMAND FOR YOUR GOODS

The GLOBE SIGN & POSTER Co

LITHOGRAPHERS AND PRINTERS OF MUSLIN, CLOTHINE AND ROPE FIBRE SIGNS

FACTORY AND MAIN OFFICE

AKRON, OHIO.

ORIGINAL DESIGNS

FOR

CIGAR AND TOBACCO ADVERTISING SIGNS OUR SPECIALTY

Address: Main Office and Factory
AKRON, OHIO

A. J. BRADY & SONS

We Guarantee Everything WE SELL

Cigar Manufacturers

McSherrystown, Pa.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane

Made in Londres, Perfectos and Panatelas.

Robert E. Pattison

Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

A FEW OF OUR DISTRIBUTORS

Robert E. Pattison Brand,
H. D. Narrigan & Co.,
116 N. 6th St., Philadelphia

Havana Post Brand,
W. H. Banton,
315 So. 4th St., Philadelphia

La Nacion Brand,
Victor Fermani
746 So. 6th St., Philadelphia

BREMER BROS.

IMPORTERS, PACKERS AND DEALERS IN

Leaf Tobacco

One of the oldest-established houses in the trade, announce that they now have ready for the market a large lot of

Wisconsin Binders

of exceptional quality; also call your attention to their

Light Connecticut Wrappers

which for color, yield and quality are unequalled

BREMER BROS.

119 North Third Street, Philadelphia, Pa.

ESTABLISHED 1860

"AS HIS SOUL GOES MARCHING ON"
—SMOKE

JOHN BROWN

5c. CIGAR

25,000,000 of them sold

FROM MAINE TO CALIFORNIA

THE VERDI

10c. CIGAR

Is Smoked and Liked by The Finest Trade

John G. Root .... MANUFACTURER ....
REAMSTOWN, PA.

Let us submit samples and prices

REMEDIOS

E. A. CALVES & CO.

IMPORTERS OF

TRADE MARK

HAVANA

123 NORTH THIRD STREET,

PHILADELPHIA

VUELTA ABAJO

SANTA CLARA

PARTIDOS

ANNOUNCEMENT!

S. Omicron & Co.

announce the OPENING, on SATURDAY NEXT, of their

Oriental Parlors, at 223 So. Broad St.,

opposite the Bellevue-Stratford, as a means of advertising their

Omicron Egyptian Cigarettes

TYPICAL DEMONSTRATIONS of the manufacture of these CIGARETTES will be made, together with the serving of the very best Oriental and French dainties, desserts and drinks.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Leaf Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

A. W. ZUG

LANCASTER - - PENNSYLVANIA

High Grade Cigars

Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen. All our **Business** is **Transacted Direct** with the Wholesale Houses.
Please place yourself in correspondence with us. We will save you money.

With Manufacturers and Jobbers.

B. Lipschutz Exchanges Compliments with President Roosevelt.

B. Lipschutz, one of Philadelphia's enterprising cigar manufacturers, and a great admirer of President Roosevelt, sent the Chief Executive a box of the manufacturer's famous La Flor De Lips, accompanied by his hearty congratulations on the result of the election. Mr. Lipschutz received a prompt acknowledgment from the President in the form of the following letter:

White House,
Washington, Nov. 11, 1904.

My Dear Sir: Your recent favor has been received and the President thanks you for the courtesy which you have been good enough to extend to him.

Very truly yours,
W. LOEB, JR.,
Sec't'y to the President.

The President,

With hearty thanks for your congratulations.

Manufacturers are Busy.

"All the manufacturers seem to be as busy as the proverbial bee," said a tobacco man this week, who gets arouud considerable. "They all have plenty of orders, and while some of them aren't putting out much stuff in Philadelphia, they all have good out-of-town trade.

"Many of them are rushed to death to get their holiday orders out in time, and some aren't doing much holiday business because they say their normal trade has increased to such an extent. I would say that things are in very good shape and that every manufacturer's books will show a quite satisfactory year."

Situation with Jobbers the Same.

The situation remained practically the same with the jobbers during the week, some relief being felt in the fact that, as one jobber expressed it, "the circular man of the American Tobacco Co. was taking a vacation." It is believed by most of the jobbers that the Penn Tobacco Co. has ceased giving its 5 per cent discount, as no rates could be learned of during the week at the cut rate.

Although the American Tobacco Co. announced no further change during the week, the jobbers are still dissatisfied with the situation, one of them making the statement that he was practically doing business at a loss. There does not seem to be any help for it though until the combine chooses to let up, of which there seems no probability at present.

Bayuk Bros. are making preparations to abandon their present location on Market street above Fifth to occupy 50 North Third street, which was formerly the address of Boltz, Clymer & Co. The Third street building has six stories and will give the firm about 13,000 square feet in the aggregate, which it has sorely needed.

Sam Bayuk said that the firm would be doing business in the new lacation by the first of the year if every thing goes right. "We are very busy just now with holiday orders," he said, "and are very much cramped for room. There does not seem to be quite as much demand for fancy packages this year and we are heartily glad of it." The firm will go out of the retail field at the end of the month.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY / LA-DATA / LA PURISTA / INDIAN PRIDE / LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
. . CIGARS . .
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade
Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Sig. C. Mayer & Co., who a few weeks ago opened a new cigar factory at 417 Locust street, have gotten fairly well under way, and in a very short time. They have adopted as their business motto and trade phrase, "Quality Will Tell," and propose to rely upon their product to make good. They will be in thoroughly active operation about the first of January.

The El Draco Cigar Manufacturing Co. is working on a fine seed Havana brand which will be put on the market the first of the year. The label, Governor Higgins, has already been received and the factories are beginning work on the cigar. The smoke will sell for 10 cents and will be of a quality that will make it popular up York State.

S. Omicron & Co., makers of the Omicron Egyptian cigarettes, at 430 Walnut street, are opening a new store and sales room at 223 South Broad street, which will be beautifully fitted out with orientals, etc., and made an exceptionally attractive store and salesroom. They are expecting to have their opening day on Saturday next.

Dempsey & Koch, of Second and Race streets, are compelled by their rapidly increasing business, to seek larger quarters, and will remove their plant as soon as a satisfactory location is secured. This firm does a large Western business which is constantly increasing.

During an interview with Morris Langsdorf, of J. Langsdorf's Sons, this week we were informed that their factories were all extremely busy at present and that prospects for continued good business were exceptionally bright.

The Colbro Cigar Co. is a new firm of cigar manufacturers which will start in business next week at 17 North Third street. The firm will put out the Colbro 5 cent cigar, which will be a new brand on the market.

E. Regensburg, of E. Regensburg & Sons, manufacturers of the American Havana cigar, called on the local trade this week in company with the firm's local representative, Mr. Cane.

Joseph Vetterlein, of Vetterlein Bros., is in Boston this week looking after the New England end. This firm still needs cigarmakers, who seem to be decidedly scarce.

P. Budinger, representing the Bloch Bros. Tobacco Co., of Wheeling, W. Va., was in town this week looking after things.

A. S. Valentine & Son report things to be in the best of shape and say that their factories are rushed to keep up with orders.

Gumpert Bros. are having a good run of orders now and will have an attractive exhibit at the Tobacco Show next week.

Henry Kraus, of Kraus & Co., of Baltimore, spent a few days in town this week looking after his business interests.

There did not seem to be quite so many salesmen in town this last week as usual, and many who did put in an appearance, reported that things on the road are very quiet just now. Among those who were seen were Messrs. W. P. Bushell, of the Jose Loveira Co., of New York; Houghton, of Tallack & Stevens, Boston; Manley, American Tobacco Co.; Geo. Weiss, National Cuba Co.; Weisert, of the Weisert Bros. Tobacco Co.; Metzger, of Berriman Bros., and Tom Bowen, of Guerra, Diaz & Co

Leaf Dealers' Jottings.

Sales in the leaf market were slightly better this week, although in most cases there was little animation. There is fair inquiry and some demand although there will not be a great deal of trading done until the middle of next month and knowing and expecting this dealers are not complaining a great deal, and as some of them are doing rather more than they expected, the feeling is an optimistic one. Then, too, every one unites in the opinion that the coming year will be a good one.

L. P. Kimmig, of L. P. Kimmig & Co., returned from his western trip this week well satisfied with the business done. Mr. Kimmig went to Lancaster yesterday to look after his Pennsylvania holdings, and will remain there some days. Inquiry for 1903 Pennsylvania is good.

E. A. Calves & Co. reported the week's business to be much better than normal, considerable Havana leaf having been sold right in this market. Not a great deal of business is looked for at this time of year generally and this spurt is very encouraging.

Karl Strauss, of K. Strauss & Co., than whom there is no better judge of a horse in the Philadelphia leaf trade, was one of the first to take advantage of the snowfall and was seen on Tuesday whizzing along in his sleigh on the Speedway.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

POSITION WANTED.—A Salesman who covers Eastern States, New York and Ohio, is open for a line of Union Made goods, also for a line of Pennsylvania goods from $8 to $15 per thousand. To sell to Jobbing trade only on a commission basis. Address Box 120, care of Tobacco World, Philadelphia. c

WANTED.—A POSITION—HAVE a thorough knowledge of Seed Leaf tobacco, in buying, packing and re-handling leaf in any manner. A Bookkeeper with office executive ability. First class references Address Box 118, care of Tobacco World, Philadelphia c

SALESMAN, with established trade in Pennsylvania, is open to engagement with first-class leaf house carrying a full line of goods. Address SALESMAN, Box 126, care of Tobacco World. 11-16-tf

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O Box 245, Philadelphia. 9-21-c3

CIGAR SALESMAN WANTED FOR City trade, by prominent manufacturer. Address, giving experience and references, Box 119, care of Tobacco World, Philadelphia. c

WANTED—An Experienced Foreman on medium and high-grade cigars, for a large Western factory. Address A, Box 124, care of Tobacco World. 11-23-3

POSITION WANTED—As Foreman by Cuban thoroughly experienced, with first class references. Address, Box 121, care of Tobacco World, Phila. c

The Porto Rico Cigar Company
MANUFACTURERS OF
High and Medium Grades of
DOMESTIC CIGARS
Some of our brands that won a **Silver Medal** at the World's Fair in St. Louis:
Major Paul, Asteria, King Leo Crooks,
Gallant Knight, Ognette, Flor de Royal Crooks.
Capacity, Thirty Thousand per Day.
Red Lion, Pa.
Correspondence with the Wholesale and Jobbing Trade Only Invited.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Our Leaders include:
HONEYSUCKLE, ROSE SHOW,
JUMBO, LIBBY DEAR,
VERELDA, MICHIGAN CHIEF,
CARISIMA, HIGH CHANCELLOR,
MODEL AMERICAN, *and Others.*
Particulars cheerfully given to responsible inquirers, and Correspondence with Wholesale and Jobbing Trade only invited.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

B. LIPSCHUTZ

44 N. 12th St., Phila., Pa.

Manufacturer of . . .
the popular

"44" 5c. CIGAR

AND

Philadelphia's Most Famous Smoke

BRIDE

All Havana Cigarros, ten for 10 cents. Extra Large Size, ten for 15 cents.

Correspondence with Wholesale and Jobbing Trade Solicited.

GLOBE SIGN & POSTER CO'S ARTISTS WILL CONDUCT UNIQUE DISPLAY.

The Globe Sign & Poster Co., of Akron, O., well known specialists in signs and posters, have secured a space at the Tobacco Show to be held at Horticultural Hall, Philadelphia, next week, and expect to have an artist in attendance who will do sketch work demonstrating the company's methods as well as showing specimens of some of their most artistic work.

Reading and Denver.

Manufacturers are All Busy and Satisfied with Prospects.

Reading, Pa., Dec. 5.

Our cigar manufacturers at present appear to be among the busiest in the country. There does not seem to be an important factory in this section that is not working to its fullest capacity, many with orders ahead for more than they can turn out before the holidays.

John G. Spatz, of John G. Spatz & Co., has been confined to his home by illness for several days, but his friends are glad to be able to see him about again, attending to his business as usual.

The N. & N. Cigar Company, of North Eighth street, is operating a nice retail store at No. 17, aside from its factory at No. 23. The company's business seems to be growing rapidly and a good trade is being built up on their Major No. Triple N., "N. N. N." and Jerry Murphy.

The Old Honesty Cigar Box Factory on Cherry street, which is a branch of the box factory at Robesonia, is building up a fairly nice trade.

DENVER.

Imhoff & Co. are extremely busy on their high-grade goods. They are operating a strictly union factory, and informed me that the outlook was never better than it is at present.

E. Reninger, who also operates a union factory, is working with a full force of hands. Mr. Reninger ships goods into nearly every section of the Union and has several very large and desirable accounts in New York city as well as in the West.

The Garman Cigar Company is also very busy, and is now operating a chain of ten factories with a weekly output of 300,000 cigars. Their product is chiefly cheap goods of the better sort.

Wolf & Hac2man, of Akron, are running full handed on a medium grade of goods, and are enjoying quite an extensive trade in New York State and the West.

York's Report.

Sensational Stories Denied.—La Buta Assets Distributed.

York, Dec. 5.

Quite a sensation was sprung here last week which the cigar industry will not soon forget. It is now intimated, however, that it was entirely due to the machinations of an agile local newspaper man.

The report was to the effect that in the vicinity of Red Lion and Windsorville numerous arrests of cigar manufacturers had been made as a result of an inspection of secret service men connected with the Government at Washington. The statements also went so far as to say that conspiracies had been unearthed whose purpose was to float counterfeit money as well as spurious cigar stamps.

The violations for which the numerous arrests are said to have been made were no more flagrant than the removal from one building to another of cigars rolled but not yet properly stamped. This, as the whole trade knows, is a transgression of the internal revenue regulations, but it is not nearly so grave a crime as the attempted manufacture of counterfeit stamps or greenbacks.

Manufacturers at Red Lion and other points became highly incensed at the reports in the local press which they regard as being detrimental to their business and malicious. There has been talk of their joining hands and bringing prosecution. It must be admitted by the members of the trade that in that section there have been numerous irregularities discovered from time to time, but that is not sufficient warranty to place all its members in the same class, and there are still a great many who should be held blameless and their reputation should be protected at all events. The only consolation which the local trade has, lies in the fact that the circulation of the local dailies is necessarily limited.

As regards the condition of the trade the Internal Revenue reports for last month show an increase of over one million in this division of the Ninth district over that of October of this year.

The last meeting of the creditors of the La Buta Cigar Co., of this city, is to be held at the office of John F. Kell, Esq., 50 East Market street, on December 13, at 9 A. M., to examine and pass upon the final report and account of the trustees which was filed in the office of the referee recently, showing on hand $8,791.28 for distribution made up of $1,538.53, secured from the assets of the La Buta Cigar Co., and $7,252.75, secured from Kurwin L. Eisenhard fund, the said Kurwin L. Eisenhard being a member of the La Buta Cigar Co. It is expected that the final dividend will be declared at the next meeting.

The union cigar factory of Frank Beck & Co. report that they have sale for all the union goods that they can produce.

John Y. Dougherty, a cigar manufacturer, living about one mile from Ballastown, died suddenly last week. He was about 35 years of age.

Lancaster's Budget.

Tobacco Litigations Settled in Court.—Report of Business Changes.

Lancaster, Dec. 5.

We have had another fairly active market in the leaf trade. Old goods are being picked up wherever they can be found, and the 1901 crop is growing into greater favor, as there is but little to be had outside of 1901 and a little of 1903, but the 1903 crop is also now pretty well out of first hands. Several good packings have been bought during the past week, one of 600 cases which was packed by Grube & High, of Blue Ball.

The market was, of course, animated during the week by the presence of a number of out-of-town buyers. The activity in buying this year's crop has subsided, at least for the time being, which, it is alleged, is owing to the fact that the tobacco is not in a condition for the desired close inspection. It is also rumored that the continued upper tendency in prices has deterred many of the buyers from going into the venture any more deeply.

The cigar manufacturers have certainly experienced no falling off during the past month, as is shown by the Internal Revenue reports. The revenue reports for the Ninth Internal Revenue District for November show an output of 67,261,000, which is 1,033,000 less than October of this year, but 2,231,000 more than it was in November of 1903, consequently the increased showing is more than encouraging.

It certainly looks like plagiarism as anyone will admit who will take the trouble to look over our issue of November 25 and compare it with a letter sent to a contemporary by a would-be Lancaster correspondent, and published in its issue of November 30. Not only was this fodder content to get all his news from our previous week's correspondence from this point, but it was lifted bodily and verbatim from our columns. Verily, there is no greater compliment than that of faithful imitation.

A new cigar firm has been established at Lititz, whose name is Baker, Landis & Mumma, who have taken over the business of John G. Mumma. This combination was formed on November 25 last.

The large and rapidly growing business which is being conducted by C. S. Cooper, at Brownstown, is but an evidence of his enterprise and energy. It was but a few years ago that Mr. Cooper entered the manufacturing trade in that town and in a comparatively short length of time he has built up a very extensive trade, which requires more than ordinary skill to successfully handle it and requires a man of exceptional keen energy.

Truman D. Shertzer, of this city, now has his scrap tobacco factory at Red Lion in good running order. Mr. Shertzer's idea is to manufacture a scrap tobacco that will be ready for use by cigar manufacturers. Of course, a considerable portion of the building owned by him will be utilized by him for the storage of leaf tobacco.

A fairly satisfactory business is reported by Stauffer Bros.' Manufacturing Company, at New Holland, who have had a very satisfactory year, although perhaps not the largest one on record.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,

PACKER OF

Penna. Broad Leaf

and Dealer in All Grades of

Domestic Cigar Leaf Tobacco,

201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

Truman D. Shertzer,

Packer of and Dealer in Leaf Tobacco

No. 313 East Fulton Street, LANCASTER, PA.
CONSOLIDATED PHONE.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 Marietta, Pa. Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar

Distributors Wanted Everywhere.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Seilersville, Pa.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

PAN AMERICAN
Registered.
To Be Continued Next Issue.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

They will begin the new year with increased zeal and vigor.

L. R. Brown, of Brownstown, reports the arrival of numerous duplicate orders for his product, especially through the West, which are largely for their two leading brands, Honest Charlie and Elliston.

Enterprising Pottstown Firm.

Among the more enterprising cigar manufacturers of Pottstown, Pa., is the firm of Roesch Bros., who engaged in the business about twelve years ago, and by continued and persistent energy have won their way into merited prominence.

A well appointed and thoroughly modern retail department is also conducted, but the efforts are directed largely to expanding the sale of their cigar products, of which the great leader is the Indian Axe, a five cent product, the sale of which is growing steadily, so that the cigar is rapidly becoming a strong competitor with its older opponents. A special announcement of the Indian Axe appears elsewhere, which dealers would do well to read carefully.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Dec. 6, 1904.

Bremen—Wessels, Kulenkampff & Co. 1 case tobacco samples.

Havana.—Jas. E. Ward & Co., 486 cases cigars cigarettes, etc, 2 barrels do., 10 barrels cigarettes; Havana Tobacco Co., 176 cases cigars and cigarettes; Trinidad Shipping & Trading Co., 15 barrels cigarettes; Gillespie Bros. & Co., 20 do.

Liverpool—Order, 20 bales tobacco.

San Juan.—American Tobacco Co., 7 cases cigarettes; American Cigar Co,, 281 cases cigar cuttings.

SUMATRA TOBACCO.

Str. Statendam, arrived Nov. 29:
(2,979 bales; 95 cases.)

Schinasi Bros.	2,338 bales
C. B. Richard & Co.	200 "
A. Cohn & Co.	125 "
H. Duys & Co.	122 "
L. Friedman & Co.	52 "
United Cigar Manufacturers	45 "
E. Spingarn & Co.	41 "
L. Schmid & Co.	25 "
Pretzfeld & Co.	16 "
Order	6 "
J. Hirsch's Sons	5 "
Otto Malchow & Co.	4 "
S. Rossin & Sons	88 cases
Mercures & Athansa	7 "

HAVANA TOBACCO.

Str. Mexico, arrived Nov. 29:
(2,565 bls; 12 cs.; 50 bbls.; 78 pkgs.; 1 bdl.)

Jas. E. Ward & Co.	1,483 bales
J. Bernheim & Son	161 "
Ed. Arandt & Son	141 "
J. W. Merriam & Co.	96 "
M. Alvarez & Co.	82 "
Sartorius & Co.	79 "
Rothschild & Bro.	77 "
Simon Batt & Co.	62 "
Celestino Ulmino	60 "
A. Ruiz	48 "
Ghio & Rovira	45 "
E. Hoffman & Sons	40 "
M. D. T. Co.	31 "
S. L. Goldberg & Sons	27 "
E. A. Kraussman	25 "
Levi, Blumensteil & Co.	24 "
A. Murphy & Co.	17 "
Hamburger Bros. & Co.	15 "
Leonard Friedman & Co.	15 bales
Suarez, Rubiera & Co.	13 "
S. Ruppin	8 "
A. Perez	7 "
Calixto Lopez & Co.	6 "
W. H. Stiner & Son	3 "
Jas. E. Ward & Co.	11 cases
Park & Tilford	1 case
McLeod, Nolan & Co.	20 bbls.
F. Miranda & Co.	19 "
Calixto Lopez & Co.	6 "
J. Bernheim & Son	5 "
American Tobacco Co.	50 pkges
Hilson Co.	28 "
Jas E. Ward & Co.	1 bdl.

Str. Monterey, arrived Dec. 2:
(221 bales.)

Jas. E. Ward & Co.	173 bales
A. Murphy & Co.	48 "

HAVANA CIGARS

Str. Mexico, arrived Nov. 29:
(136 cases.)

Park & Tilford	62 cases
Wm. H. Stiner & Son	17 "
G. S. Nicholas	16 "
L. J. Spence	9 "
G. W. Sheldon & Co.	7 "
Acker, Merrall & Condit Co.	6 "
Michaelis & Lindemann	5 "
National Cuba Co.	5 "
Duncan & Moorehead	2 "
Chas. H. Wyman & Co.	2 "
M. D. T. Co.	2 "
Chilton Paint Co.	1 case
Garcia Pando & Co.	1 "
E. A. Kraussman	1 "

Str. Monterey, arrived Dec. 2:
(53 cases.)

Jas. E. Ward & Co.	28 cases
Havana Tobacco Co.	8 "
National Cuba Co.	7 "
Macy & Jenkins	4 "
Victor Lopez	4 "
Morten & Co.	2 "

PORTO RICAN TOBACCO.

Str. Caracas arrived Dec. 5:
(46 bales.)

M. J. Levi	23 bales
Jos. Horsch & Son	19 "
C. Mendez	4 "

PORTO RICAN CIGARS.

Str. Maracaibo, arrived Nov. 29.
(11 cases)

L. Daussa	6 cases
Clyde Line	4 "
Adams Express Co.	1 case

Str. Caracas, arrived Dec. 5:
(412 cases; 2 pkges.)

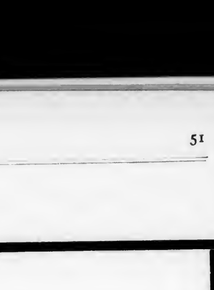
American Cigar Co.	182 cases
Am. W. I. C. Co.	46 "
Durlach Bros.	37 "
West Indies Cigar Co.	26 "
Mateo Rucabado	22 "
A. S. Lascelles & Co.	13 "
Cayey Caguas Cigar Co.	12 "
Arguelles, Manrique, Sola & Co.	12 "
C. D. Stone & Co.	12 "
Victor Malga & Co.	12 "
Cadiz Cigar Co.	10 "
F. Bonilla & Co.	10 "
G. W. Sheldon & Co.	7 "
DeFord & Co.	4 "
L. A. Ling	3 "
F. L. Palmieri	2 "
Austin, Nichols & Co.	1 "
U. S. Express Co.	1 "
Antilles Trading Co.	1 pkge
R. W. Sprague	1 "

CLASSIFICATION
OF
Cullman Brothers'
1903 Re-sweated ZIMMER SPANISH
in lots of 100 Cases, as follows:

Buck-Eye Inspection Co.,
MIDDLETOWN OHIO.
I. HALE, INSPECTOR

Cullman Bros.'
Sample Ticket.

3 cases	19 inch	18 cases	19 inch
4 "	18 "	8 "	18 "
8 "	17 "	12 "	17 "
11 "	16 "	13 "	16 "
15 "	15 "	16 "	15 "
14 "	14 "	12 "	14 "
16 "	13 "	12 "	13 "
12 "	12 "	9 "	12 "
10 "	11 "	6 "	11 "
5 "	10 "	2 "	10 "
2 "	9 "	2 "	9 "
100		100	



Buck-Eye Inspection Co.,
MIDDLETOWN OHIO.
I. HALE, INSPECTOR

Cullman Bros.'
Sample Ticket.

These Tobaccos have been selected from the CHOICEST CROPS GROWN, and ASSORTED, PACKED and RE-SWEATED, with the best expert care

F. V. ESHLEMAN

1600 ARCH STREET, PHILADELPHIA

MANUFACTURER OF

HAVANA CIGARS

(Archon) pronounced Arkon, meaning First, Unequalled, Supreme,—A Ruler.

In presenting this brand of cigars to the public it has been so named because it represents in its quality with wonderful fidelity what the word means. Manufactured from the finest selected leaf, evincing the most skilled workmanship and the careful blendings of various flavors and grades of tobacco, producing a cigar of unexcelled merit.

Its delicious aroma, its mellow satisfying taste has won for it the high commendation of those who appreciate the best.

Our aim is to build a cigar which will not only be superior because we say it, but one in which the proof of its superiority will rest in the smoking of it, a cigar which will win for itself a place in the estimation of those who know what a good cigar really is.

It ranges in price from $35 per thousand to $300 per thousand.

F. V. ESHLEMAN.

PROGRAM of TOBACCO SHOW

MONDAY, DEC. 12:

Exposition will be formally opened at 9 A. M. by address and exercises in Convention Hall.

10 a. m.—Opening Session of the Third Annual Convention of the Independent Tobacco Manufacturers' Association of the United States. Meetings will be held in lower assembly room of Horticultural Hall. Delegate Headquarters at Hotel Walton.

11 a. m.—Opening Session of the annual meeting of the Independent Tobacco Manufacturers' League. Meetings will be held in the assembly room on the second floor of Horticultural Hall. Delegate Headquarters Hotel Walton.

2 p. m.—Second Sessions of the Independent Tobacco Manufacturers' Association and the Independent Tobacco Manufacturers' League.

Evening.—Vaudeville and other entertainment features in exhibit hall. Prominent speakers will be present during the week and will make short addresses. Among the entertainment features will be Carolina Jubilee Singers, humorous monologues, songs, etc.

TUESDAY:

10 a. m.—Morning Sessions of Independent Tobacco Manufacturers' Association and Independent Tobacco Manufacturers' League.

2 p. m.—Closing Sessions of above organizations.

Evening.—Vaudeville and other attractions.

WEDNESDAY:

10 a. m.—Address in Convention Hall by prominent speaker. The executive committee has secured a full list of well-known speakers, who will appear at the morning sessions during the week, but as some of the speakers, at the present writing, were unable to tell positively which day of the week they will be able to be present, this part of the program cannot be given in detail.

2 p. m.—Special features in the exhibit hall.

Evening.—Vaudeville and other attractions.

THURSDAY: (New York Day.)

10 a. m.—Addresses in Convention Hall.

4 p. m.—Delegation from Retail Cigar and Tobacco Dealers' Association of New York, headed by Robert E. Lane, will arrive and be welcomed to the Convention by Chairman R. W. Bock, and assistants, with appropriate exercises.

Evening.—Special entertainment in honor of the New York tobacco men at which several of the visiting delegates will speak, and which will be interspersed by a social program of an entertaining nature.

FRIDAY:

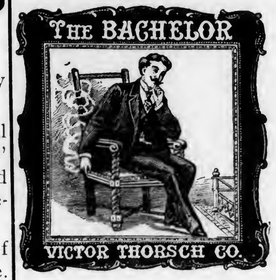
10 a. m.—Addresses in Convention Hall by prominent speaker.

Evening.—Vaudeville and other attractions.

Victor Thorsch Co.

Allentown, Pa.

MAKERS OF



The Bachelor ..Cigar

Handled by first-class Retailers throughout the United States

A MAN IS KNOWN

By the Cigarettes he keeps

.... The

ALBANY : CIGARETTE

Is Good Form

THE A. L. WILSON CO.

GROWERS and PACKERS

—— OF ——

...Florida } Sumatra Havana

Quincy, Fla.

O. L. Schwencke Lithographic Co.

. . . Highest Grade

Cigar Box Labels

CLARENDON ROAD and EAST 37th ST.,

Brooklyn, N. Y.

CHICAGO BRANCH: 171 East Randolph Street

JOHN W. WARTMAN B. R. MORT

JOHN W. WARTMAN & CO.

—IMPORTERS OF—

Sumatra and Havana Tobacco

PACKERS OF SEED LEAF TOBACCO

No. 244 NORTH THIRD STREET

PHILADELPHIA

J. S. BATROFF

Leaf Tobacco Broker

Both Phones

NO. 224 ARCH STREET

Offering Several Extra Good Packings of 1902 and 1903

Vernon County,

Wisconsin Tobacco

SATURDAY:

10 a. m.—Addresses.

2 p. m.—Special attractions will be presented on this day beginning in the afternoon and lasting until the Show closes.

The Exposition doors will be opened at nine o'clock every morning and closed at eleven o'clock at night.

Special Features.

A special program of popular and classical music will be rendered every day by the Vassar Ladies Orchestra, conducted by Adele De Broul-

There will be notable floral decorations by William Graham.

Souvenirs, valuable and attractive, will be given to those attending the Show, by the various exhibitors.

Every display will be handsome and unique and considerable attention will be attracted by the electrical display which will be conducted by Vetterlein Bros., and the striking exhibit of the Queen City Tobacco Co., which will have representatives dressed in Mephisto costumes who will give acrobatic performances. This Company will also award a handsome gold watch absolutely free, by distributing coupons among visitors, and holding a drawing during the last evening of the Show. Calixto, Lopez & Co. will have an expert woman cigarette maker in its booth.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

1,000 Feet of Cigar Box Lumber FREE

WE promise you we will have the largest Cigar Box Lumber plant in the United States within twelve months, at Knoxville, Tenn. We are now running with a number of the very latest types of Knife-Cutting Machines --vast improvements over former patents.

Our capacity will now average fifteen million feet per annum. The stock is equivalent to sawed lumber for tops.

BONA-FIDE OFFER

WE guarantee our Knife-cut Poplar Veneered and Poplar imitation superior to any Knife-cut lumber on the market.

We will ship any reputable Cigar Box manufacturer, 1,000 feet of No. 1, Poplar imitation or No. 1, Poplar Veneered, at lowest price, and if not as represented we will make him an absolute present of the thousand feet.

SHEIP & VANDEGRIFT

814-32 Lawrence St. = = = Philadelphia, Pa.

MILLS

POPLAR MILLS, Knoxville, Tenn.

GUM MILLS, Hunterville, Mo.

IMHOFF & CO.

DENVER, PA.

MANUFACTURERS OF

High-Grade Union-Made Cigars

Correspondence with wholesale and jobbing trade solicited

CUBAN STAR ALL HAVANA

"Flor de Roedel" All Havana Filler 10 cent Cigar seven different styles

The Philadelphia 5 cent Cigar, one of the best on the market

Also make a specialty of private brands

Wholesalers and jobbers should write to us for prices, etc. Samples submitted

Manufactured by W. K. Roedel Company

41 North Eleventh St., Philadelphia, Pa.

Trade-Mark Register.

ADREA. 14,628

For cigars, cigarettes, cheroots, stogies and tobacco. Registered Nov. 23, 1904, at 2 p m, by Braude & Baum, Philadelphia, Pa.

CURRENCY. 14,629

For cigars, cigarettes, cheroots, stogies and tobacco. Registered Nov. 23, 1904, at 2 p m, by Braude & Baum, Philadelphia, Pa.

WHITE CROW. 14,630

For cigars. Registered Nov. 23, 1904, at 2 p m, by Geo. W. Holtzman, Myerstown, Pa.

OLD GRANDAD. 14,631

For chewing and smoking tobacco. Registered Nov. 25, 1904, at 9 a m, by Gutsav Kiel, New Albany, Ind.

IMPORTED TWINS. 14,632

For cigars. Registered Nov. 25, 1904, at 9 a m, by the Globe Cigar Co., Ephrata, Pa.

BELLEWOOD CLUB. 14,634

For cigars. Registered Nov. 25, 1904, at 9 a m, by I. M. Umstead, Phillipsburg, N. J.

ALTOONA CIGAR MFG. CO. 14,635

For a firm name. Registered Nov. 29, 1904, at 9 a m, by the Wasserman Cigar Co., Altoona, Pa.

HARVARD RIBBON. 14,636

For cigars. Registered Dec. 1, 1904, at 9 a m, by J. E. Sherts & Co., Lancaster, Pa.

EDGEWOOD PARK OF SOMERSET, PA. 14,637

For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 3, 1904, at 9 a m, by Stern & Thomson, Baltimore, Md.

SEARCHES.

Knox All, Cuba Buds, Rural Delivery, Trust Buster, Vanguard, C. O. F., Lord Minto, Old Hickory, Red Raven, Pharmacist, Prospero, Bullion, King Midas.

CORRECTION.

"Forest Pleasure," registered Oct. 15, 1904, by S. S. Watts, Terre Hill, Pa., should have been "The Norskman's Forest Pleasure."

GEM CITY TOBACCO CO. DISCONTINUES FREE DEAL.

The Gem City Tobacco Co., of Dayton, O., announces that on and after Dec. 15, 1904, they will discontinue the free deal to the retailer of two packages of Silver Moon free with each five pounds of Dark Horse. The trade, if they desire, may order between now and the 15th and secure the free goods. Each carton of Dark Horse shipped from the factory between now and Dec. 15, will contain the two packages of Silver Moon free, as formerly. After December 15, however, as stated above, the placing of this free goods in each carton will be discontinued.

BUSINESS CHANGE.

E. H. McGee has purchased the cigar business, in Colorado Springs, of G. H. Blumb, who has gone to Kansas City. Mr. McGee was formerly connected with the Chas. Schiele Cigar Manufacturing company and with the Wollaston and Kuhn cigar companies.

The Leader for Many Years

A high-grade seed and Havana 10 cent cigar They make friends fast and keep them too. It's the quality, style and workmanship that does it. Jobbers, write for prices and full particulars to

GEO. W. LEHR

MANUFACTURER

READING PENNSYLVANIA

Sumatra at a Saving

which will enlarge your profits and increase your trade, with goods that burn, yield well, have good quality and fine colors

THAT'S THE KIND WE HAVE

Can we send you a sample pound, so we can convince you that we can sell you at a saving?

Light, very fine colors, 1st size, no spots, excellent burn good quality, 150 leaves to a pound,

Usually sold for $4.00
Our price - 3.60
Your saving - .40

Medium, nice green cast colors, 1st size, few spots, good burner, quality is fine, 112 leaves to a pound,

Usually sold for $2.90
Our price - 2.65
Your saving - .25

Light to medium, 1st size. few spots, very nice colors, excellent burn, quality is good, 130 leaves to a pound,

Usually sold for $3.30
Our price - 3.10
Your saving - .20

Light chestnut colors, rich in appearance, 2d size, no spots, good burner, quality is great, 170 leaves to a pound

Usually sold for $3.00
Our price - 2.80
Your saving - .20

L. G. HAEUSSERMANN & SONS

Packers, Importers and Dealers in

CIGAR LEAF TOBACCO

240 Arch Street - = - Philadelphia

We are now offering our packing of 1903 PENNA. BROAD LEAF. For quality this Tobacco cannot be excelled. It will pay you to look us up, for we can save you money.

HIPPLE BROS.

Importers of

Sumatra and Havana Tobacco

PACKERS OF LEAF TOBACCOS

NO. 231 ARCH STREET

Philadelphia

100 MEN DESERTED

The League Island Navy Yard!

... TO HUNT FOR ...

"PINE APPLE" CUT PLUG

Seventy have found it and returned filled with joy; the other thirty are still on the hunt and will not return until they find it. They will seek no further, as no better can be found.

PINE APPLE PLUG PINE APPLE CUT PLUG

PINE APPLE TWIST

W. H. BANTON, Mfgr. and Sole Owner

315-317 So. 4th St., Phila., Pa.

Announcement

Our NEW CATALOGUE of Presents

for the period ending Nov. 30th, 1905,

Is Now Ready for Distribution

It will illustrate the **handsome presents** to be given and will show all the tobacco tags, cigar bands and coupons that will be redeemable after Nov. 30th, 1904.

Catalogue will be sent postpaid on receipt of 10c., or ten tags, or ten whole coupons, or twenty cigar bands of the kinds that are being redeemed by us.

Florodora Tag Company

St. Louis, Mo.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
LA CUBANA CIGAR FACTORY
No 463.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

WASHINGTONIAN ✻ GREAT FATHER
SEED AND HAVANA
10¢ 10¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

Large Sales in Cincinnati.

Zanesville Woman Has Queer Way of Selling to Minors.

Cincinnati, O., Dec. 5.

Offerings at last week's cigar leaf sales were the largest for some time, the total being 202 cases and three bales of fine Havana goods. The quality of the Zimmers and Connecticuts was exceptionally good, nearly one-half of the Zimmer type selling above 8 cents and ranging from that figure to 25 cents per pound. The Connecticut binders and wrappers ranged from 8½ cents to 21 cents per pound. The competition for these grades was the best seen on the breaks for many months, and realizations proved very satisfactory to shippers. The offerings of Wisconsins and Little Dutch were rather inferior, the bulk of these goods being common fillers and stogie stock. Wisconsins sold from $2.35 to $7.30 per 100 pounds, and Little Dutch from $2.60 to $8. The three bales of Havana goods sold at $17, $25 and $35.50.

Louis Hirsch, 517 Vine street, cashed a bogus check for $10 last Sunday for a man who introduced himself as B. J. Marcus, of New York. The check was on the First National Bank of this city and was signed "Wm. C. Ewing." The police were notified, but no trace of the swindler could be secured.

The tobacco movement for the month of November, as compiled by the statisticians at the Chamber of Commerce, was as follows: Receipts—hogsheads, 1650; shipments, 2097. Receipts—cases, 3708; shipments, 1582. For the month of November, 1903, the figures were: Receipts—hogsheads, 2105; shipments, 2080. Receipts—cases, 5887; shipments, 3243.

O. R. Heller, Cincinnati distributor for Joseph Knecht, was in Dayton last week on business. He says trade is splendid at present.

Frank Wenzler, proprietor of the St. Charles Hotel stand, Toledo, is confined to his home on account of illness. His condition is precarious.

The building and machinery of the American Stogie Company, at Ironton, have been sold to George Francis, by W. G. McKnight. Mr. Francis will use the plant to manufacture cigar boxes.

Mayor Weaver, of East Liverpool, the only Prohibition mayor in the State, has issued an edict against the transacting of any kind of business in the city on Sunday. In consequence all cigar stores are kept closed on that day.

W. T. Miller, proprietor of a cigar store at 537 South Main street, Zanesville, is seriously ill with peritonitis.

At Dayton the seed leaf market is reported as steady and moderately active. Little Dutch is quoted at 7 and 8 cents per pound. Spanish at 7 cents and seed leaf at 7 and 8 cents.

Alfred A. Rees, of West Carrollton, dropped dead last Wednesday afternoon while working in Hamilton at the Newberg Tobacco Company's place of business, where for twelve years he had been inspector and cashier. A daughter survives him.

A new store has been opened at Xenia by Henry Parrett, who will carry a line of popular brand cigars and pipes.

Zimmerman & Co., of Wooster, filed a bankruptcy petition in the United States Court at Columbus last week. J. R. Zimmerman and Louis P. Ohliger, members of the firm, are missing. They were also officials of the Wooster National Bank, which has been forced to close its doors. Scott and Dillon, Detroit manufacturers, have instituted proceedings to recover a lot of tobacco sold to Zimmerman & Co.

Zanesville, O., Dec. 5.

Inquisitors for the Auditor made a tour of the business houses of the city a few days ago and discovered sixty storekeepers who were engaged in selling cigarettes without having paid the tax. They also learned that Mrs. M. E. Taylor, who conducts a store on State street, was selling to minors. She had a unique method. Boys would lay their money on the counter and tell her what they wanted. She would throw the tobacco on the floor and turn her back and the purchasers would pick it up. She was arrested and gave bond. Her trial will be held next week.

BUHRMAN.

VERY LITTLE DOING IN VIRGINIA MARKETS.

Danville, Va., Dec. 1.

This section has been suffering very much this year from the fact that the farmers have had no "season." Tobacco now being offered is of very poor quality, and weighs out light. Some good working tobacco is expected in soon, however. Fine wrappers and very mean, nondescript tobacco sell at remarkably good prices, comparatively speaking. The acreage this year has been reduced 20 per cent, it is thought.

It is estimated that the acreage in the locality of South Boston, Va., has been reduced about 25 per cent and most of the tobacco is being held back to await a "season."

CONNECTICUT CROP SAFELY THROUGH THE CURING SEASON.

The Connecticut crop can now be said to have safely passed through the curing season and is in good shape. Pole sweat has not developed. Most of the tobacco is still hanging in the sheds, and the growers are awaiting a warm rain to dampen the leaf so that it can be taken down to advantage. Some of the tobacco has already been taken down and stripped. The crop can be considered one of the largest and most satisfactory ever grown in Connecticut, and although the quality does not in all respects justify previous expectations it is far above the average.

FACTORY CHANGE.

George Reiter, the pioneer cigar manufacturer, of Fort Wayne, Ind., has sold his factory to Frank Thompson, who has acted as general manager for several years. Mr. Reiter began manufacturing the Pony cigar in this city in 1866 and has been actively engaged in the business ever since. The factory has a retail department.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Only a very few farmers or packers in the valley enjoy the privilege of steam pipes in their tobacco sheds with which to dampen and take down their crops of tobacco. I call to mind but one in this immediate locality, Mr. Lemuel F. Graves, of Whately, who runs an assorting shop, and has connected with the assorting shop a room for sweating tobacco; not only tobacco of his own raising, but for quite a large number of the farmers in in this vicinity.

Our correspondents write:

Bradstreet, Mass.: "W. H. Langdon sold his tobacco in bundle to W. H. Gheen. O. S. Graves is reported to have sold his tobacco in bundle to John McHugh; prices not reported on either sale."

Conway, Mass.: "Nothing new to report; everything is dry here. We are looking anxiously for a damp time to go to stripping."

Hatfield, Mass.: "No sales of new tobacco. Farmers are anxious to have a damp day for taking down their tobacco so as to be able to show to buyers. Some of the early purchasers have taken the part now in bundle. Roswell Billings, Levi Pease, J. H. O. Dea, A. H. Graves, J. J. Boyle, B. N. Warner, C. L. Warner, John McHugh, W. W. Boyle, Jacob Carl and John W. Kiley have opened their shops with full quota of men."—American Cultivator.

EDGERTON, WIS.

The tobacco business is still up against the dry weather proposition which places an embargo upon trading as well as preparing the crop for market. Everything is anxiously awaiting casing weather and until it arrives not much need be expected in market circles.

Old leaf, however, continues to receive attention in all quarters, but buyers report that the remaining stock held by growers is becoming well picked over and the time for bargains about gone past. Even cheapness fails to recommend little of that which remains unsold. Conway & Hubbell have received about 150cs from growers the past few days. Among packers there is a moderate amount of trading going on, several out of town dealers have visited the State during the week but purchases are generally of small lots for manufacturers' account. A fair export demand is reported.

Shipments, 500 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The first half of the month trading was light owing to holders asking higher prices. The latter half of the month came an advance of ¼ to ½c, and holders responded to sell some. The last week showed another advance of ½ to ¾c and sales were larger with sellers offering sparingly. Stocks are small and prices strong with outlook for more advance. The stocks on sale about 500 hhds of 1903 crop and balance of 1902, which is short dark Leaf, 17 22 in., mostly in fair to good condition. Lugs are very scarce, 1903 Leaf is light and brown colors, which are in fine condition and will be scare in the 1904 crop.

Lugs—Low, 3¼ to 3½c; Common, 3½ to 3¾c; Medium, 3¾ to 4c; Good, 4 to 4½c.

Leaf—Low, 4¼ to 4½c; Common, 4¾ to 5¾c; Medium, 5¾ to 7½c; Good, 7 to 9c; Fine Wrappers and Selections, 9 to 12c.

Planters organizing rapidly and prices will be higher. Some sales at 5¼, 6½ and 7c round, but bulk of crop will hold for 8, 8½ to 9c.

MONTHLY REPORT—NOV.

	1904	1903
Receipts for month,	70	5
" year,	14,285	11,500
Sales for month,	541	259
" year,	13,574	9,811
Shipments for month,	766	1,072
" year,	15,674	10,750
Stocks on sale,	891	1,829
" sold,	1,361	920
Stocks on hand,	2,252	2,747

Sales for the week 253 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Nov. were 327 hhds.
Sales " " " 827 "
Shipments in " " 1,662 "
Total stocks Dec. 1, " 1,389 "
Buyers' stocks, Dec. 1, 548 hhds; Sellers' stocks, 841 hhds.

In report of Nov. 1 there was an error in warehouse report of stocks. Unsold stocks being reported at 928 hhds. instead of 1,343 hhds, an error by figures being placed in wrong column, making a difference of 415 hhds, which is added to the unsold stocks of Dec. 1, in correction of error.

Stocks were reduced during November 671 hhds.

Our receipts this week were 51 hhds, sales offerings on the breaks 113 hhds, sales 124 hhds.

The market presented no feature of interest, there being no material change in the qualities offering. The market was active and firm at late quotations. The continued dry weather, and the planters' organizations to hold the crop with a firm hand for full prices, delay the opening of the loose tobacco market, though a few crops are reported sold at prices ranging from 5 to 10c, according to quality.

QUOTATIONS:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

—The Century Cigar Co., of St. Louis, Mo., has been incorporated by Minor E. Hauser, F. R. Hauser and Daniel Rees, with a capital of $10,000.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of
Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

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WRITE TO

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ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

CHARLES A. OBERLY,

Lebanon, Pa.

MANUFACTURER OF

FINE

Union-Made Cigars

Leading Five-Cent Brands:

"Social Puff" "Star"

Correspondence with the Wholesale and Jobbing Trade Invited.

C.M.CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

World's Fair Prizes Awarded to the National Cash Register Co.

THE NATIONAL CASH REGISTER COMPANY was awarded the highest honors at the Louisiana Purchase Exposition. Two Gold Medals, two Grand Prizes, a Silver Medal and a Special Honorable Mention were adjudged to the Company's registers and exhibits by the World's Fair Jury of Awards.

President J. H. Patterson.

The gold medal for cash registers in the division of Liberal Arts was first and most important of the prizes won in the world competition at St. Louis. A silver medal for electrically operated registers was also given the National Cash Register exhibit in the division of Electricity—a recognition by the Exposition of a new field opened up by their inventors.

The National Cash Register welfare work for employes was also rewarded by the World's Fair authorities. In the division of Education and Social Economy the gold medal for the exhibit showing greatest progress in factory buildings, sanitary working conditions, improved dwellings and general efforts for the betterment of housing conditions was awarded to the Company. In the same division, the grand prize for General Betterment Movements and Employers' Institutions for the benefit of employes was also adjudged to the National Cash Register Company.

The lecture illustrative of welfare work in the National Cash Register auditorium in the Palace of Varied Industries and the showing of welfare features at the main exhibit in the Palace of Liberal Arts were considered by the jury as part of the Company's educational exhibit.

The two other honors won by the Company's main exhibit were the Grand Prize and Special Honorable Mention given for the best, most complete and most attractive exhibit in the Palace of Liberal Arts. In every department in which it made a display the National Cash Register was adjudged the highest honors.

N. C. R. Exhibit, Liberal Arts Building

The Model Factory of the World.

—One of the largest tobacco shipments that have ever been made to a foreign port has been consigned to Antwerp from Janesville, Wis., consisting of 3,000 cases of leaf tobacco.

—Frank Skinner has bought the cigar factory of Max G. Miller, at Covington, Ind., and will remove to a location near the Big Four depot. The Emma Abbott cigar will be largely manufactured.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

CIGAR MOLDS

VERTICAL TOP — SOLID OR SPLIT

OUR MOLDS are the **Best GRADE**, and **Our Prices THE LOWEST.**

We will **Duplicate Any Shape** you are now using, regardless of who made your Molds, or **Furnish Any New Shape.**

Sample Sections submitted for your approval **Free of Cost.**

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

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120-128 Pacific Street,

NEWARK, N. J.

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Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

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Manufacturers of

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LEAF TOBACCO BROKER

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Special Designs — Engraving Embossing

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CIGAR BOXES LABELS

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Private Designs a Specialty — Metal Printed Labels

EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. *Send for Samples.*

William Steiner, Sons & Co.

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116 and 118 E. Fourteenth St., NEW YORK.

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Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
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Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

California

Los Angeles—A S Chase, cigars; succeeded by E A Belew——Frank McNeill, cigars, etc; succeeded by Waggoner & McGinnity —— B Sudow, cigars; trust deed, $1,400.

Oakland—A V Long, cigars and tobacco; transferred assets.

Colorado

Denver—Mrs Rose Von Puelle, cigars; petition in bankruptcy.

Florida

Jacksonville—T M Dozier, cigars and tobacco; chattel mtge, $700.

Georgia

Atlanta—O H Ball, cigars, etc; mortgage, $410——A V Cruickshank, cigars and tobacco; succeeded by Cruickshank Cigar Co.

Indiana

Elwood—Charles Cooper, cigars; chattel mortgage, $400.

Iowa

Ottumwa—T F Norfolk, of Norfolk Bros Cigar Co, sold his interest.

New York

New Rochelle—H L Cornew, cigars, etc; out of business.

White Plains—George Fowler, cigars, etc; judgment, $101.

Ohio

Cincinnati—F H Berning & Sons, mfrs and wholesale cigars; damaged by fire.——A E Moorehead, cigars, etc; chattel mortgage, $110.

Dayton—J G Brown, cigar manufacturer; discontinued.

Lima—O J Halter, cigars and tobacco; real estate mtge, $200.——J T Jones, cigars and tobacco, chattel mtge, $935—bill of sale, $1.

Pennsylvania

Easton—A Gradwohl, cigars, etc, dead.

South Dakota

Deadwood — Sullivan & Robinson, wholesale and retail cigars; succeeded by Adkins-Sullivan Cigar Co.

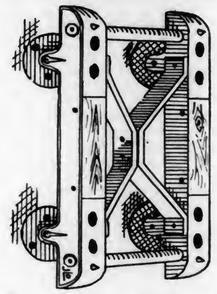
PATENTS RELATING to TOBACCO, Etc.

776,018 Tobacco stripping machine; Frederick G. Frankenberg, Chicago, Ill.

776,464 Match making machinery; Valentine Gerstenschalger, Ashland, O.

12,290 Re-issue—Match box; Harold A Dodge, Elizabeth, N J.

—The house, store and tobacco barn of A. E. Applegate, at Portsmouth, O., were destroyed by fire; loss, $6,000.



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It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
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Care of Box 184, York, Pa.

Scraps & Siftings
FOR SALE.
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336-338 North Charlotte St.
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Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

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Manufacturers of
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Invite Correspondence with
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The Doctor is a Havana-Filled

5c. Cigar

This Cigar Sells On Its Merit

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and Other Brands of

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A High Grade Nickel Cigar

Connoisseur's Selectos

A Choice 10c. Cigar

MADE BY

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LANCASTER, PA.

Established 1864 Capacity 50,000 Daily

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LANCASTER, PA.

MANUFACTURER OF

High Grade Stogies

Factory running exclusively on Mail Orders.
We can supply cheap Pittsburg Stogies at all times.

BRANDS OF OUR OWN MAKE:

HERMAN'S BLUE POINTS (Conn. Seed)
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LITTLE HAVANAS
} **All Fancy Packages**

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PALM FAN SWEEPERS
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PITTSBURG TUCK
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FOUR SPORTS
PITTSBURG PRODUCTS
BRIGHT PROSPECTS
THE WIZARD OF THE NORTH
} **Packed 250 to the Box**

OUTPUT 10,000,000 to 12,000,000 per Annum

WRITE FOR OUR PRICES

A MARK OF MERIT.

We have been awarded a SILVER MEDAL by the LOUISIANA PURCHASE EXPOSITION for our Superior Quality of CIGARS. A marked honor for

Union Label Goods

Our Cigars Duplicate

A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

CHAS. M. YETTER

MANUFACTURER

High Grade Union Made Cigars

READING, PA.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on both packages - - - -

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., BOX 67, YORK, PA.

We Import

SUMATRA

from AMSTERDAM

HAVANA

from CUBA

And Deal in Choice Packings Only of

SEED LEAF

Are You Getting Genuine Goods?

Be Wise!

Amsterdam Sumatra Co.

No. 154 North Third Street,

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THE LEADER

Senator Quay

Awarded a Prize Medal at the Louisiana Purchase Exposition, as a

Five Cent Cigar

of Superior Quality
Also Other Prominent Brands

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Sole Manufacturer

LANCASTER, PA.

Territory Given Good Distributors

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Manufacturer of

Fine UNION-MADE Cigars

Correspondence with Jobbing and Wholesale Trade Invited

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PLAIN SCRAP

CHEWING SMOKING

Pure Natural Leaf Union Made

GEO. W. GREEN, Manufacturer, Reading, Pa.

FOR YOU

We make a specialty of packing the best Cigar Clippings for the Jobbing Trade. Have all the latest cleaning and cutting machinery and everything is hand cleaned afterwards. If you have trade on Natural Leaf Cigar Clippings for Smoking and Chewing, let us quote you prices. Our claim is in 15 years of active business never to have lost a customer from faulty tobacco. Our prices are not cheap, but can pack you cheap goods if you want them. They are governed by price of best Cigar Cuttings.

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OLD RELIABLE BUTTS, 1⅓ oz.
OLD RELIABLE CLIPPINGS, 2½ oz. (Mild)
WORKINGMEN'S FRIEND, 2½ oz. (Plain)

Genuine Cigar Tucks and many other Private Brands.

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High Grade Cigars

"5c. Leaders"

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High and Medium Grades

ALL GOODS SOLD ON THEIR MERITS

ESTABLISHED IN 1895.

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Wholesale Manufacturer

—OF—

FINE CIGARS

Make a note of our
"Wealth Producer"

An Exceptional Cigar for the money, and a ready seller.

SPECIAL LINES FOR THE JOBBING TRADE.

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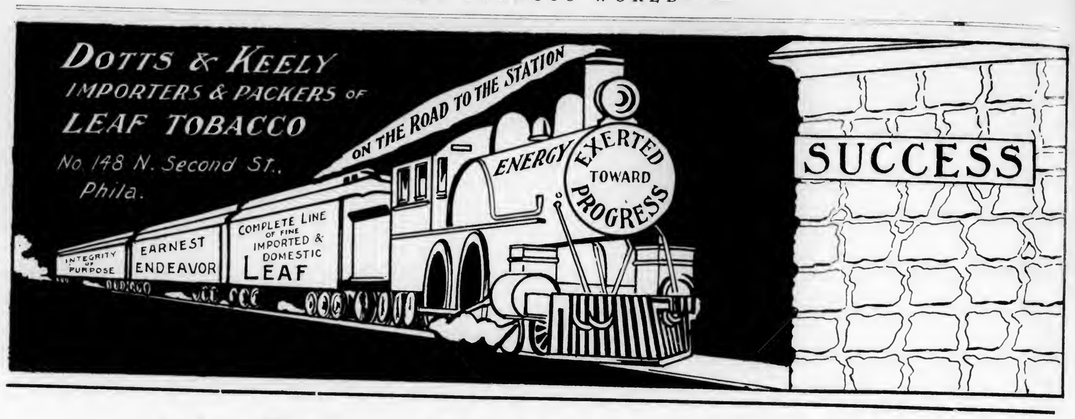
Open Evenings Until Nine o'clock



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Offer their Large Assortment of
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As well as all kinds of **Leaf Tobaccos**

Kindly Call and Examine — At Wholesale Prices in Large or Small Lots

Henry H. Sheip Manufacturing Co.

Cigar Boxes

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Cigar Box Lumber

LARGEST STOCK OF

Sawed Mexican and Cuban Cedar — Veneered Cedar — Imitation Cedar
Cigar Box Shooks from Cedar, Veneered or Imitation Cedar
Fancy Cigar Moistening Cases
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And a Variety of Special Work
Mouldings, Electrotype Blocking and a full line of Hardwood Lumber

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
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REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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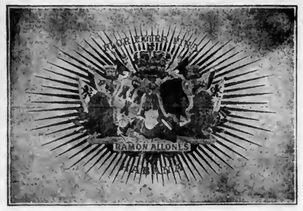

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You'll need them quick!
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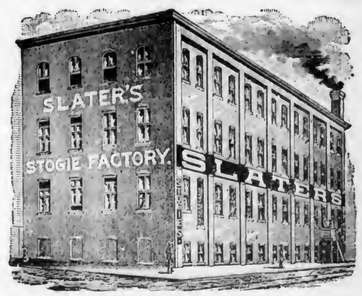

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PHILADELPHIA, DECEMBER 14, 1904.

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As Clean as the Food You Eat
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Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
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This superb brand of Cigars is sure to bring to one's mind the pleasantest of recollections of their charming namesake, whose fame is worldwide and whose art two continents have applauded——Miss **Olga Nethersole**

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WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES.

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"For Gentlemen of Good Taste"

Sold by the Leading Cigar Dealers and Druggists throughout the United States

Attractive Packages

San Felice, 5c.

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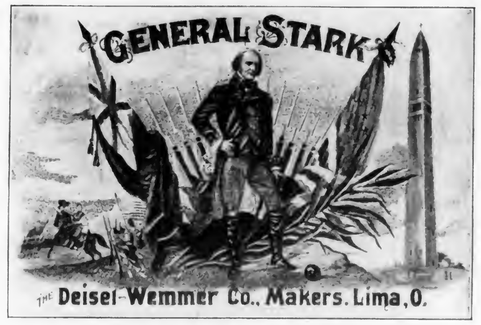
General Stark



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5 Cent Cigar

THIS CIGAR SELLS ON ITS MERITS

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The N. N. N. nad Major N.—Leading 10c. Brands.
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CORRESPONDENCE with Wholesale and Jobbing Trade Invited.

ESTABLISHED 1842.

J. VETTERLEIN & CO.

IMPORTERS OF

Havana AND Sumatra

And Packers of... **Seed Leaf Tobacco**

WAREHOUSES:
Lancaster, Pa. Havana, Cuba. Edgerton, Wis. Cambridge, Wis.

115 Arch Street, - - Philadelphia, Pa.

The Most Complete Plant in the State

ALL KINDS OF PAPER BOXES

D. S. ERB & CO.

Makers

Boyertown, Pa.

ESTABLISHED 1864.

Seal Cigar Factory

JOSEPH HOLLARD & SONS

MAKERS OF

Hollard's Premiers — Hollard's — Franklin Club

Luxury, and Numerous Private Brands

2203 SOUTH STREET

PHILADELPHIA

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

GUMPERT BROS.

Manufacturers of

MANETO
RUNNYMEDE
GEORGE FOX
Cigars
Philadelphia

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1135 Ridge Avenue, Phila.

L. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

IF YOU NEED

HAVANA AND SUMATRA

Consult Us

BENJ. LABE & SONS

231 & 233 North Third Street

PHILADELPHIA, PA.

Direct Importers

THE TOBACCO WORLD

ITEMS FROM ST. LOUIS

Gleaned Here and There In City's Tobacco District.

St. Louis, Dec. 12.

The cigar box department of the Moser Company is normally busy. The fine workmanship and stock is to be remarked upon, in fact the output of Western manufacturers is typical in this respect.

The new building of the C. Peper estate which is being erected on the site of a recent conflagration, is rapidly nearing completion.

There is no great activity in cigar leaf circles though things are moving under the impetus of new crop reports. St. Louis is no longer a cheapjohn in this branch, the manufactured product and stocks bearing out the fact. Cigar leaf row is still confined to Market street but one concern, David Broida's, having location in Broadway. This neighborly crowding is quite appreciated by manufacturers and salesmen, but sometimes compels the leaf men to move in narrow, uncomfortable quarters. Owing to the disintegration of the single factory system, Burley tobacco is no longer carried by the local leaf men other than those directly attached to the C. T. and A. T. factories.

Henry Albers Co., 712 North Twelfth street, are building up a good local trade in pipes of their own manufacture which includes the turner's and engraver's art. The stock comprises all but cob lines.

Missouri's cob pipe industry is still expanding, several new firms and corporations having gone into the business in recent years in the cob pipe district. Hickory and other pipe wood stock are becoming one of Missouri's forest products.

They say Sam Werner, once a cigar manufacturer, is about the shrewdest thing to be found as a cigar leaf buyer.

The Fair is over but good cigars are still on the regular menu.

Manufactured tobacco lines among the retailer's seem to lack animation probably reflecting the disposition of the average dealer, yet, the demand continues regular and normal. The dealer's purpose in trying to offset the profit loss in increased cigar and sundry sales is really commendable.

The magnates of the jobbing and manufacturing cigardom, such as T. Wright & Co., Wm. A. Stickney & Co., Rice Merchant Cigar Co, Geo. Fehl B. R. C. Co., Peter Hauptman & Co., Meyer Bros. Drug Co., offer little to reverse the general verdict that the year's business has been of good volume and profits.

AMERICAN TOBACCO COMPANY GIVE MEN VACATION.

All the salesmen of the American Tobacco Company have received notice to take a vacation from December 23 until January 3. The order is general and affects all salesmen, local or traveling.

President Roosevelt Will Look Over Tobacco Situation.

Special Assistant Attorney General Has Been Appointed to Investigate the Relations Between the Combine and the Protesting Growers. Interesting Revelations May be Looked For.

Washington, D. C., Dec. 10.

In line with a dozen or more predictions, vague and specific, most of which, however, have been regarded as quite unofficial, President Roosevelt is announced as about to commence an investigation of the conditions in the tobacco trade, with special reference to the methods of doing business of the combine.

The President's action is inspired partly as a result of the recent commotion over the import stamp matter, and partly because of the many complaints from tobacco growers to the effect that they are unable to raise tobacco at any profit under the present system of buying controlled by the combine.

The first step in the investigation has been accomplished by the appointment by the President of A. E. Garner, of Springfield, Tenn, as Special Assistant Attorney General, with instructions to make an extended inquiry into everything pertaining to the relations between growers, manufacturers, and consumers of tobacco.

Frequent complaints have come to the Department of Justice in regard to alleged oppressive methods pursued by the combination of tobacco and cigar manufacturers. Complaints have been especially strong from the tobacco growers of Virginia, Kentucky, Tennessee, and other large tobacco producing States, who declare they are absolutely at the mercy of the combination of manufacturers. The growers have told the Department that they have been reduced almost to poverty by the alleged action of the combine in driving from the field all competitors and compelling the farmers to accept any price which it chooses to offer.

P. G. Ewing, president of the American Tobacco Growers' Association, has had several conferences with the Department of Justice and repeatedly has said he was in a position to lay before the administration valuable evidence against the combination of tobacco manufacturers. It was largely in view of his representations that it was decided to appoint Mr. Gardner to make the investigation.

The inquiry will be conducted under the broad authority conferred by the act creating the Bureau of Corporations of the Department of Commerce and Labor. It probably will be some months before all the evidence will be ready for the inspection of the President and the Attorney General.

TOBACCO SOIL IN YORK STATE.

Crop Amounts to Quarter of Million Pounds Annually.

The Agricultural Department of the United States recently sent a soil survey to Syracuse, N. Y., and vicinity to make surveys on the soil in order to ascertain the best uses to which the ground could be put. The experts made the following report on tobacco;

"The cultivation of tobacco as a commercial crop was begun in 1845, a man skilled in its culture being brought from Connecticut for this purpose. In 1846 ten acres were raised; in 1854, 471 acres, producing an average of 1,178 pounds to the acre. In 1870, 1,225,440 pounds were produced in the country. The value of the crop in recent years has amounted to three quarters of a million dollars annually, practically all the crop being grown in the northern part of the county.

"The quality of the tobacco leaf grown varies considerably on the different types of soil, the heavier soils producing filler leaf entirely, while the lighter types, particularly the miami fine sand, produce a fair proportion of the leaf suitable for wrapper purposes. The seed is home grown, known as the 'Wilson,' introduced by a local grower of that name in 1881. Previous to that the Connecticut broad leaf had been grown. The demand for a dark leaf was responsible for the change. The demand has changed again to a lighter leaf, but the growers are still producing the Wilson type."

INDIANA GROCERS PROTEST.

Those Who Sell Tobacco Don't Like Allotment Plan.

Indianapolis, Ind., Dec. 10.—S. E. Moorhead, of New York, one of the vice-presidents of the Continental Tobacco Co., has come to this city for the purpose of holding a conference with the grocery jobbers of the State.

The conference is the result of the objection of the grocers to the action of the American Tobacco Co. in compelling them to buy on the unsatisfactory allotment system, which grants them commissions only on condition of loading up the trade in advance.

The grocers want the commissions made on the face of the invoice instead of on the allotment.

NEW JOBBING HOUSE IN MEMPHIS.

Robert Jordan, F. G. Gibson and David Baum, well known to the tobacco trade in the South, have entered into partnership and will conduct a big jobbing house in Memphis. The firm has applied for a charter, and will begin operations about the first of the year. The three men have been traveling salesmen for years, and anticipate a big business in high grade goods, which they will specialize.

TOBACCO FAIR.

The sixth annual Northern Kentucky Tobacco Fair will be held at Maysville, February 22. The Cincinnati leaf tobacco trade will attend in a body, and the affair is expected to be an important one.

TOBACCO CULTURE IN IRELAND.

Moisture in the Emerald Isle Good for the Plant.

Washington, D. C., Dec. 9.

United States Consul Marshal Halstead, writing from his station at Birmingham, England, has the following to say concerning tobacco culture in Ireland:

"Prof. J. N. Harper, of the University of Kentucky, is, according to a paragraph which is on its rounds in English newspapers, a tobacco expert, and has been advising Colonel Everard, who has been experimenting at Randlestown, County Meath, Ireland, in growing tobacco. It is claimed the moisture of the Irish climate is good for tobacco culture, and that there is plenty of the right kind of soil in the emerald Isle; and Professor Harper is credited with declaring that Colonel Everard's crop "is as good as any that Kentucky or Virginia can show." In the neighborhood of the Cotswolds there is, I have heard, a tradition that shortly after Sir Walter Raleigh introduced tobacco into this country the plant was grown successfully here, but in compliance with a request from the colony of Virginia the growing of tobacco in Gereat Britain was prohibited."

PROSPERITY IN RICHMOND.

Market Has Not Been So Animated for Years.

Richmond, Va., Dec. 10.

Sales on this market have been so large lately and receipts so great that farmers are in a state of constant good humor. Shockae and Shelburne sell best, and Stonewall and Chrenshaw next. The growers wore happy smiles this week as they climbed into their wagons and one of them said that he had never before seen common tobacco sell so well.

The conditions on the market appeared mored healthy than for years and there was apparent prosperity on every hand. The good prices will have a natural tendency to drive lots of tobacco to this market before the Christmas holidays and the activity not only pleases the growers but the warehouse people and buyers as well.

MUSTN'T MAIL TOBACCO TO JAPS.

Manufactured Goods Excluded from Japanese Parcel Post.

Washington, D. C., Dec. 10.

This Govenment has received a notification from the Postal Department of Japan that the importation of manufactured tobacco by parcel post is prohibited, "unless it shall be made by order of the Government or by virtue of the permission previously granted by the Government for personal use on account of health or habit."

In accordance with this notification the Post Office Department has issued directions that parcel post packages containing manufactured tobacco should be accepted for mailing to Japan only when they conform to the prescribed conditions.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
IMPORTERS AND PACKERS OF
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO. IMPORTERS OF HAVANA
DEALERS IN LEAF TOBACCO
K. STRAUS A. LOEB
301 & 303 NORTH 3rd ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA & SUMATRA
642-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

The Old Salesman's Musings.

FEMININE SHOPPERS IN CIGAR STORES.

Quite a number of cigar stores have attracted my attention during the last week or so by posting signs in conspicuous positions, announcing the e tablishment's special facilities for looking after and pleasing feminine customers. Most dealers realize that women in general rather hesitate to enter a cigar store, if for no other reason than that it is properly in the "for men only" class, and these signs are for the purpose of putting such timid shoppers at their ease.

The sad spectacle of the average woman buying smoking for her menfolks has for years uncounted, provided many slim humorists with a Christmas meal. For the benefit of those who never yet have had a chance to laugh over the situation, or who have laughed and are willing to laugh again, I reprint the following which I read in a Chicago Sunday paper. It struck me as being pretty funny.

Scene—Any cigar store or cigar department.

Time—Present.

Enter demure damsel and damsel's friend.

Demure damsel to clerk—"Er—ah—I wish to look at some cigars—for a gentleman."

Clerk—"Yes, ma'am. Something pretty nice?"

Demure damsel—"Sir!"

Clerk—"That is—the cigars, of course, I mean."

Demure damsel—"Oh, yes." (Demure damsel and friend laugh.)

Friend (in stage whisper)—"Well, he is, isn't he?"

Demure damsel—"Well, now—"

Clerk—"Here's a box of our best Havana—exceedingly fine. A smoke such as any gentleman will enjoy, and, while smoking, thankfully remember the donor. A gem for the price."

Friend—"Oh, I don't like that kind of a box; do you, Maud?"

Demure damsel—"How much are they?"

Clerk—"Seven fifty for the box of fifty."

Loud silence for a full minute.

Demure damsel—"No, dear; I don't like that kind of a box, either. Let me see something—er—something else."

Clerk brings out all kinds and grades of cigars. None pleases. Friend suddenly espies a bargain sale on the counter.

Friend—"Oh, Maud! Do look at these. 'La Flor de Cabbageos, strictly domestic wrapper.' What lovely pictures on the cover of the box! And, Maud, look! Only 98 cents for fifty!"

Maud—"I'll take a box of those, please." Takes purchase and both leave store, talking of the joy in store for a certain wonderful "George."

Clerk (looking after them, with feeling)—"Poor George!"

All the same, several dealers have told me recently that women aren't such fools as they get credit for being, but are getting quite a little cigar sense. Aside from the Christmas proposition, there are so many euchres and other social affairs where something to smoke is offered to the men guests, that the women are doing much more buying than they used to. Of course you'd think it was the husband's place to do the ordering for the affair, but the usual husband these days gets out of everything in that line that he can make his wife do.

I suppose it began very naturally. Hubby is bolting his breakfast. Wife looks across the table and says: "Don't forget to order the ice cream, and cigars for to night. I'll get the other things. Maybe you'd better get some cigarettes, too."

"I won't have a minute to-day," says the man. "Not one minute. Positively can't do it. Look here, you know what I got last time. Can't you do it?"

She consents, and of course the husband lets her keep on. He tells some other fellow, who puts the same proposition before his wife and cheerfully transfers the nuisance to her shoulders.

After a time the women get interested in the game and pump their men friends about favorite brands, and such like. Then they get very brash down at the store and don't have to have any allowance made for their sex at all. The old joke that a woman selects her purchases by the attractiveness of the label, is a dead one when the truth is known, as she is usually prepared to buy just one or two certain brands that she has heard of, and she will stubbornly stick to them in the face of the most artistic label that could be put out.

Beside that, the casual male customer is quite as susceptible to a pretty label as a woman, and he will insist on making his own bull headed selections when he doesn't know anything about it, in which case the woman will ask the advice of the clerk.

It remains an apparently irremediable fact that the fair customer can't resist a bargain, and as a result usually gets stuck; for real bargains in cigars are decidedly few and far between. Neither can she buy pipes intelligently, unless she is prepared to pay a high price, and simply relies on the clerks to give her the best for her money.

Some of the dear ladies, though, are up to snuff, in every particular. I was in a New York store not long ago, and saw a woman sweep in, and in ten minutes select a whole outfit of ammunition—cigars, cigarettes and smoking tobacco, evidently for use in her own household, that couldn't have been beaten by the proprietor himself. She went through the best he had to get them, too, and evidently knew why she rejected certain brands and selected others.

THE OLD SALESMAN.

—Under the name of the Whitehall Cigar Company, Ferd C. Briggs, of St. Johnsville, N. Y., has joined with the Board of Trade of Whitehall and organized a company with $15,000 capital.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

THE EASY WAY ONE DEALER BUILT UP A BUSINESS

HERE is a story which shows how one man built up a prosperous business which he enjoys to day and will continue to enjoy, because he allowed a spirit of enterprise to dominate him during the Christmas season, to the extent of putting him to considerable expense. This man's store is in West Philadelphia, and he does as nice a business as any establishment in the city except the very big ones. His list of regular customers is growing constantly, and the proprietor takes the greatest of pride in the fact that he seldom, if ever, loses a new customer.

The man started in business a few years ago in a modest way, and was very soon compelled to vacate his place because of building changes. He thought it over and decided that his best chance was to build, and to build the sort of a store that showed on its face that it had come to stay.

By the time the store was ready for occupancy the holiday season was about commencing, and the dealer decided that he would do the thing right. His place was fitted out with good, cheerful-looking show-cases, nothing tremendously elaborate, and his stock was well arranged. He bought several hundred feet of greens in strings, a dozen or so wreaths and a number of such tinsel ornaments as are usually to be seen on Christmas trees.

The greens were hung outside the store, turned around the awning frame and poles so that passersby walked through a regular bower of evergreens. They were also hung inside in loops caught up, here and there, and given variety by the wreaths. The ornaments were distributed among the decorations to the best advantage, and the place had a decidedly Christmasy, cheerful, inviting look that drew everybody like a magnet.

The store looked so fine, that the pioneer customers took a personal interest in it, and before the time came to remove the greens, they had sent enough palms and such things around to the store as presents to let the decorations down easy, so to speak, and the store merely passed from one condition of decoration to another.

Moreover, the dealer declares that these customers got to be so proud of the place that they would bring strangers around to see it, and these always became regulars, unless they lived too far away. Pedestrians invariably paused at the store while the greens were outside and made admiring comment, and doubtless mentioned it to others.

Trade fairly leaped up, practically all of which the dealer has held. The next Christmas he decorated again, and does every Christmas; and all through the year his store is brightened by palms, rubber plants and such things, so that it always presents a praise compelling appearance. The dealer was asked whether he was sure that his customers appreciated such methods, or that the increase of trade repaid him for the extra expense.

"There is not the slightest doubt in the world of that," he said. "It's a paying policy all the way through. I was talking with one dealer about it, who suggested that it was a little silly to put up Christmas tree ornaments in a cigar store. I told him that if I had the space, I'd put up a big tree to hang them on. The man who gets too old or big to warm up at the sight of Christmas decorations isn't much of a man; as a matter of fact, some of my customers were more pleased over the things than my kids were."

E. HENDREN'S ATTRACTIVE STORE IN LANCASTER.

THE above is an illustration of the retail establishment of E. Hendren, 16 Penn Square, Lancaster, Pa., one of the best known retail cigar establishments in that city. Mr. Hendren is also engaged in the manufacture of cigars, but in the retail department carries a stock of all the popular brands on the market, regardless of manufacturer. This fact applies to tobacco and cigarettes as well. In addition a large line of pipes and smoker's articles is handled. It is an old established stand, which has been conducted by Mr. Hendren for many years.

GOOD STUFF FOR A CIRCULAR.

MANY retailers get out advertising circulars of some sort periodically, and particularly Christmas. Sometimes they are printed by the manufacturers to push some particular cigar or smoking tobacco, but in most cases the dealers like to have the say as to what matter goes in the circular.

It is a good plan to have considerable of the contents consist of a talk with the consumer embodying matter which, in addition to being appropriate, will be interesting on its own merits.

The following would be very good material to form part of the usual little booklet. It is reprinted from an article by Herbert H. Smith, A. M., Carnegie Museum, Pittsburg. If it is used, credit should be given to Prof. Smith for the obvious reason that the statements are thus given more weight. This is what should be used:

Moderate use of tobacco by persons with whom it "agrees" (i. e., does not produce obviously injurious effects), often calms and soothes the exhausted or irritated nervous system, helps digestion, promotes the functions of the bowels, removes the sense of fatigue, and tends to compensate for an insufficient food allowance.

Many persons, even adults, can never indulge at all in tobacco without being to some degree poisoned. For such individuals common sense teaches that the weed is to be regarded as wholly noxious, but an enormous number of persons can and do use tobacco (the actual quantity consumed varying with the individual), not only without apparent present disturbance of health, but with maintenance of as full physical and intellectual vigor, freedom from sickness and longevity as are found with non-consumers. To say that such individuals, did they abstain, would be still more hearty or long lived is to assert that which obviously can be neither proved nor disproved.

The exigencies of our artificial civilization often demand a continued overtaxing of either the physical, intellectual or emotional faculties, and in some such cases, especially where the sufferer is past the most vigorous period of life, tobacco in moderation often seems to counteract in some measure the evil effects of the strain, disposing to emotional and physical calm, removing fatigue, assisting digestion, and supplementing a scanty food supply.

If, then, the abatement of morbid symptoms and restoration of the bodily functions to their normal status be beneficial, we must accord to tobacco in the present instances the right to be regarded as a useful agent.

Any tobacco consumer can easily determine for himself whether he is or not crossing the "poison line" in his use of the luxury. As to the relative power of the various modes of consuming tobacco, it is probable that a given quantity of a given leaf will most promptly and powerfully affect the system if chewed, next if smoked, and least if taken as snuff.

In the matter of smoking, again, less of the active principles will reach the mouth if the tobacco be smoked in a clean pipe than if a foul one be taken, and less with a pipe, if clean, of porous material, like meerschaum, and with a reasonably long stem, than where the same tobacco is smoked as a cigar or cigarette. With both pipe and cigar or cigarette, again, the last portion smoked is proportionately stronger than the first, for it becomes saturated with a certain percentage of the smoke ingredients of the earlier portions, mechanically arrested in their passage.

Actual inhalation of tobacco smoke, as practiced by many cigarette smokers, apart from an injurious irritation of the air passages themselves, determines quick and full absorption of the volatile elements of the smoke, and so a maximum of effect from a given quantity of leaf.

There is no reason to charge deleterious effects upon the paper ordinarily used in cigarette manufacture. The time of day and state of the stomach also modify the effect of tobacco, however used, the influence being comparatively stronger earlier in the day or upon an empty stomach than in the evening or after a meal.

• • •

ANOTHER CASE OF THE MAN WHO DIDN'T ADVERTISE.

THE following has nothing to do with the tobacco trade except as being generally applicable to the man who stays in his shell and refuses to see the value of advertising. It has become absolutely necessary under present conditions for a business man to advertise if he would even hold his own, and those who have been most successful are those who have advertised most extensively. This story is told of an old bachelor who bought a pair of socks and found attached to one a paper with these words:

"I am a young lady of twenty and would like to correspond with a bachelor with a view to matrimony."

The name and address were given and the bachelor wrote and hoped. In a few days the reply came:

"Mamma was married twenty years ago. Evidently the merchant whom you bought those socks of did not advertise, or he would have sold them long ago. Mamma referred your letter to me and would say that possibly I might suit. I am eighteen."

"The Cigars That Will."

AMORIFE

28 Sizes

A HALF TRUTH IS WORSE THAN A LIE.

If you are like most dealers, ***you know just a half truth about Puerto Rican Tobacco.***

But Here is* THE OTHER HALF *of the Truth:

The Upland Districts, Cayey and Caguas, raise as Fine Tobacco as grows anywhere in the world.

There is as much difference between this and the rank coast product which has given Puerto Rican tobacco a "black eye" as between "chalk and cheese."

All Cuban tobacco is not fine, but ***you judge Cuba by its Best. Don't judge Puerto Rico by its Worst.***

Try the **Amorife** on your customers.

Do not decide on *prejudice,* but on *merit.*

The Amorife is a perfectly made and perfectly conditioned cigar, of a flavor and smoking quality that delights and surprises smokers who were never satisfied before.

We simply ask you not to judge until you try it.

For full particulars, that will convince you of the truth of what we say,

See Our Exhibit at the

Retail Cigar & Tobacco Dealers' Exhibition at Horticultural Hall, Phila.,

OR ADDRESS OUR

New York Office, No. 90 Wall St.

CAYEY CAGUAS TOBACCO COMPANY

Morris D. Neumann & Co.

(INCORPORATED)

—CIGAR— Manufacturers

Our 5 Cent Brands

WHITE KNIGHT JEROME SYKES

Admiral Schley-extra quality

HAVANA CIGARS

Sherlock Holmes—Elisha Gray—Priscilla

Phila-Rosa

Philadelphia, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

Truman D. Shertzer,
Packer of and Dealer in **Leaf Tobacco**
No. 313 East Fulton Street, CONSOLIDATED PHONE. LANCASTER, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar
SUSQUEHANNA 5c. Cigar
S. & N. 5c. Cigar
OUR LEADER 5c. Cigar
Distributors Wanted Everywhere.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

CIGAR RIBBONS.
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.
Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR
GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

PAN AMERICAN
Registered
STOGIES

Concluded Next Issue.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7; Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in } { Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Dec. 13, 1904.

Havana.—American Trading Co., 1 case cigarettes; Havana Tobacco Co., 1 do.; Gillespie Bros., 35 bbls. do.

Liverpool—American Tobacco Co., 100 cases cigarette paper.

Mayaguez.—Pablo Calvert & Co., 1 box cigars; Order, 5 do.

SUMATRA TOBACCO.
Str. Amsterdam, arrived Dec. 10:
(32 bales.)

A. Blumlein & Co.	14 bales
L. Friedman & Co.	14 "
E. Rosenwald & Co.	4 "

HAVANA TOBACCO.
Str. Morro Castle, arrived Dec. 7:
(2,467 bales; 432 cases; 132 bbls.)

Jas. E. Ward & Co.	1,175 bales
E. Regensburg & Sons	276 "
Rothschild & Bro.	191 "
F. Miranda & Co.	125 "
Sartorius & Co.	109 "
A. Pazos & Co.	96 "
Andresen & Diaz	60 "
E. Hoffman & Sons	57 "
American Cigar Co.	55 "
S. Rossin & Son	50 "
G. Salomon & Bros.	42 "
L. J. Morillir Co.	40 "
A. Diaz & Co.	40 "
Montevierno & Co.	40 "
A. Blumlein & Co.	32 "
Carl Vogt's Sons	24 "
Lewis Sylvester & Son	20 "
Ricardo Gonzales	10 "
R. M. Blake & Co.	10 "
Fernando Alvarez	8 "
J. Bernheim & Son	5 "
Calixto Lopez & Co.	1 bale
M. G. Ramierz	1 "
Jas. E. Ward & Co.	452 cases
Waitt & Bond	85 bbls.
E. Regensburg & Sons	22 "
F. Miranda & Co.	16 "
L. Goldschmidt & Co.	9 "

Str. Esperanza, arrived Dec. 10:
(243 bales)

Jas. E. Ward & Co.	153 bales
C. Mendez	45 "
E. Rosenwald & Bro.	37 "
Loeb-Nunez Havana Co.	8 "

HAVANA CIGARS
Str. Morro Castle, arrived Dec. 7:
(426 cases.)

Havana Tobacco Co.	278 cases
Park & Tilford	54 "
G. S. Nicholas	18 "
Calixto Lopez & Co.	13 "
Waldorf Astoria Segar Co.	13 "
Duncan & Moorehead	9 "
Estabrook & Eaton	8 "
National Cuba Co.	7 "
Robert E. Lane	7 "
Michaelis & Lindemann	6 "
L. J. Spence	5 "
G. W. Sheldon & Co.	5 "
Merchants Despatch Co.	2 "
Chas. H. Wyman & Co.	2 "
F. Hirsch & Son	1 case
J. Bernheim & Son	1 "

Str. Esperanza, arrived Dec. 10:
(20 cases)

Jas. E. Ward & Co.	7 cases
C. Lopez & Co.	5 "
Victor Lopez	3 cases
Park & Tilford	2 "
G. S. Nicholas	1 case
Godfrey S. Mahn	1 "
Garcia Pando & Co.	1 "

PORTO RICAN TOBACCO.
Str. Coamo, arrived Dec. 10:
(45 bales.)

C. M. Mendez	30 bales
West Indies Cigar Co.	15 "

PORTO RICAN CIGARS.
Str. Coamo, arrived Dec. 10:
(300 cases.)

American Cigar Co.	138 cases
Am. W. I. C. Co.	30 "
West Indies Cigar Co.	26 "
Mateo Rucabado	15 "
Arguelles, Manrique, Sola & Co.	11 "
Cadiz Cigar Co.	11 "
Victor Malga & Co.	11 "
G. W. Sheldon & Co.	11 "
F. Bonilla & Co.	10 "
Durlach Bros.	8 "
Cayey Caguas Cigar Co.	8 "
Antilles Trading Co.	6 "
American Tobacco Co.	5 "
Order	5 "
Melchoir, Armstrong & Dessau	2 "
A. S. Lascelles & Co.	2 "
Rambe & Reg	1 case

FIRM DISSOLVES.

The firm of Miller & Elmore, wholesale and retail cigar and tobacco dealers, of Augusta, Ga., has dissolved partnership. Mr. Miller has associated Ed. Sheehan, Jr., with him and will continue the business under the firm name of Jno. J. Miller & Co.

INCORPORATIONS.

James N. Boyd & Co., of Richmond Va., has chartered a company with $200,000 capital to deal in leaf tobacco. The officers are: James N. Boyd, President; Richard E. Boyd, Vice President and Walter H. P. Morris, Secretary and Treasurer.

The Southern Cigar Co., of Atlanta Ga., has been chartered with $500 capital, by F. B. Jamison and E. W. Hall well.

—The charter of incorporation of the Coor-Williams Tobacco Co., domiciled in Jackson, Tenn., with a capital stock of $25,000, has been approved and filed for record in the office of the secretary of State. The promoters are C. A. Coor R. H. Green and Eugene Simpson.

—John H. Kidder, a prominent cigar manufacturer of Detroit, Mich., died of pneumonia last week, after an illness of several weeks.

R. K. Schnader & Son
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Get Rid of Your Burden
BY USING A NATIONAL

It takes care of the five principal transactions between customers and clerks.

IT RECORDS

1. Cash Sales
2. Credit Sales
3. Money Received on Account
4. Money Paid Out
5. Coin or Bill Changed

These transactions taken care of allows you to devote your time to the management of your business.

It will help you push your business and make it grow. A National is a time and money saver and it pays for itself. It is an assistant earning you 100 per cent. per annum.

National Cash Register Co.
Dayton, Ohio
Offices in All Principal Cities

Tear out this coupon and send to us today
N. C. R. Company, Dayton, Ohio
I own a _____ store. Please explain what kind of a register is best suited for my business. This does not obligate me to buy.
Name _____
Address _____
Ad in The Tobacco World. No. of Clerks _____

LANCASTER TRADE KEEPS UP.

No Great Spurt, But Bussiness is Up to Normal.

Lancaster, Pa., Dec. 12.

Trade in the local leaf market has been moving along at a moderate rate and no very ambitious spurt is expected until after the holidays. There continue to be reports of occasional sales of old goods, but holdings of original owners are simmering lower and lower.

There was very little activity in the buying of new crop during the past week, first for the reason that a large proportion of the crops has already been brought up, and, secondly, because weather conditions were not at all favorable to driving and inspecting tobacco on the poles.

The cigar trade generally is in excellent condition, although I hear of a few instances in which manufacturers complain of dullness. At Terre Hill, C. M. Clime & Bro., are exceptionally busy, in fact never were busier than they are reported to be at this time. Some of the other factories there, however, are not particularly rushed.

The reports of the output for November which was first reported in clear detail in The Tobacco World was most gratifying information to our manufacturers, but it is not expected that this month's figures will reach that amount, because it will be a short month, it being customary with many factories to close down completely between Christmas and New Year, which will considerably curtail the actual working days of this month.

John Slater, of John Slater & Co., who resides in Washington, Pa., was spending last week at the factory here, where he found things in fine shape, and order books well filled.

There came up in the Common Pleas Court here last week an interesting case involving several well-known tobacco men. It was a suit brought by N. G. Yerger and John R. Bricker, trading as N. G. Yerger & Co., of Lititz, versus S. L. Johns, of McSherrystown. The suit was brought to recover $890, alleged to have been their loss in a certain tobacco transaction.

The plaintiffs claimed that in 1902 Yerger sold the defendant 300 cases of seed leaf and 78 cases of Connecticut tobacco. They further said that they were to meet Johns at Petersburg with the samples on August 18 of that year, but that the defendant failed to put in his appearance and that Yerger then left the samples there, and that on August 23 finally met Johns. The Connecticut was sold and paid for, and that he (Johns) said he would look over the other tobacco the next day, but that they received a letter from said Johns on September 2, which said that the tobacco did not come up to the samples.

Yerger said he then asked Johns what was the matter with the tobacco, and he said that it was not sweated properly. Yerger alleged that he had examined several cases and that they appeared to be properly sweated and that he offered to go over the entire lot, but Johns refused to do so and suggested a settlement by arbitration. Yerger said he had nothing to arbitrate and the result was that Johns did not settle for the tobacco. Mr. Bricker then said he had sold the tobacco at a loss of $890. It was claimed for the defendants that there was no contract to buy the tobacco. It was alleged that the Pennsylvania seed tobacco was to be resampled after which Johns reserved the right to reject it. It was resampled and did not meet the requirements. The jury, however, after being out for some little time, rendered a verdict in favor of the plaintiffs for the full amount of the claim. The plaintiffs were represented by W. O. Bricker and W. U. Hensel, while John M. Groff, of Lancaster, and C. J. Delone, of Hanover, were counsel for the defendant.

BLACK THREADS
Long Cut
The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.
The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co.
DAYTON, O.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. — IMPORTERS OF SUMATRA TOBACCO — 134 NORTH THIRD STREET.
PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN — CARL L. HAEUSSERMANN — EDWARD C. HAEUSSERMANN,
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana — Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

THE BUSIEST WEEK ON THE HAVANA MARKET.

Sales Were Large and Well Distributed, and Week Closes with Upward Tendency. Remedios Has Active Demand. Very Little of Partido.

[Special Correspondence of The Tobacco World.]

HAVANA, December 5, 1904.

The past week has been one of the busiest experienced in the Havana market, and the transactions have been not only large, but well distributed among practically all the warehouses. Prices close very firm, with a further upward tendency, and there is no longer any doubt that all the stocks in first hands will change ownership before the close of the winter or sooner, even if the American buyers should flock down here to secure what is still left during this and the coming month.

Partido tobacco is in poor supply, and Remedios is in such active demand that the classes suitable for the North will very likely disappear in a short time. Vuelta Abajo is still to be had in fair quantities, although the buyers must be prepared to pay stiff figures for all fine qualities, or be satisfied with inferior goods at more moderate prices.

Goods for the German market have virtually disappeared, or the little which might answer is held at figures which are above the limits of the exporters. The Spanish Regie is unable to find the goods usually looked for in sufficient quantities to fill its wants, and it remains to be seen whether it will raise its limit or wait until the next year's crop.

It seems that the Cubans this season have reaped the benefit of the reduction in the import duties in the United States by getting better prices, while the American manufacturers, compared with previous years, do not have to pay any higher figures than formerly. On the other hand, the Canadian and European markets will have to pay the piper and feel the advance more keenly. In reality, however, the reciprocity treaty benefits the United States more than Cuba, as prices are always regulated by the immutable law of supply and demand.

Sales

amounted to 15,624 bales in all, or 8388 of Vuelta Abajo, 1201 of Partido and 6035 Remedios. The United States purchased 7552, Europe, 2500, and for local consumption 5572 bales were taken out of the market.

Buyers Come and Go.

Arrivals.—Wm. Hecht, of E. Hecht & Son, Chicago; Nathan Reiss, of Schroeder, Reiss & Co., Chicago; E. Wedeles, of Wedeles Bros., Chicago; Antonio Rico, of M. Heineman & Co. (El Arte Cigar Co.), Tampa; A. Kurtz, of A. Kurtz, Milwaukee, Wis.; Henry Voneiff, of Voneiff & Vidal Cruz, Baltimore and Havana; C. Dankowitz, of C. Dankowitz, New York; A. Goldschmidt, of L. Goldschmidt & Co., New York; M. Jaffey, of Starr Bros., New York; Arturo Ruiz, of A. Ruiz, New York; Isidro Menendez, of Isidro Menendez, New York; Wm. J. Hazelwood, of Leopold, Powell & Co., Tampa and New York; Victor Suarez, of Victor Suarez, New York; Louis C. Cantor, of L. Friedman & Co., New York and Havana; returned, Mark A. Pollack, of Mark Pollack, Havana.

Departures.—Albert Kaffenburgh and I. Kaffenburgh, for Boston; Avelino Pazos, Moritz Neuberger, Henry Bernheim, John L. Fielding, M. Blumlein, Arturo Ruiz, Isidro Menendez and Victor Suarez, for New York; Fritz Lederer, for Bremen, via New York; Ignacio Castneda, for Tampa.

Havana Cigar Manufacturers

continued to do a fair business, excepting the smaller factories, which temporarily seem to be less favored with orders, after having filled the calls for the holiday trade. After the turn of the year there will be a revival for them.

H. Upmann & Co. work as strong as ever and have no lack of orders. Their cigar shipments last week amounted to 600,000 cigars.

Cifuentes, Fernandez & Co. have enough orders on hand to keep them busy for this month and January to turn out the favorite Flor de Tabacos de Partagas y Ca to the tune of 45,000 cigars daily. Don Ramon Cifuentes arrived yesterday from Spain.

Rabell, Costa, Vales & Co. have no reason to complain, as they are making close to 40,000 cigars per day in their Ramon Allones and Cruz Roja factory. Their Marques de Rabell cigar and annexed brands are called for from all countries.

Behrens & Co. report a brisk business. The Sol factory, through their agents, the National Cuba Company, are now selling their cigars to all the importers of the United States, as the quality of their goods is A 1. They are now doing a business far ahead of their expectations, and more than they ever did when the brand was controlled by certain firms.

J. F. Rocha & Co. are busy as they never were before in their Crepusculo factory, and Neme and Jefferson are selling livelier each season in the United States.

Enrique Dorado & Co., makers of El Rico Habano, continue to do a satisfactory business in the United States, Canada and Europe.

Remijio Lopez y Hno. have been very busy turning out La Mas Fermosa, Magnetica de Cuba and annexed brands.

Exports per Steamship Morro Castle on Saturday, 4,831,196 cigars.

Buying, Selling and Other Notes of Interest.

The Spanish Regie is stated to have purchased 2000 bales of low grades of Vuelta Abajo and Remedios.

Sobrinos de A. Gonzalez sold 3000 bales of Vuelta Abajo and Remedios from their holdings, but they still have some stock left for their customers.

The Trust is reported to have taken 2000 bales of Vuelta Abajo colas for its cigarette factories.

Grau, Planas & Co. turned over 1050 bales of Remedios.

Don Mauricio Neuberger, who left here accompanied by Fritz Lederer, has been very carefully going over the market, and while he made some liberal purchases he stated, however, that he

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

The Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.
Manufacturers of the Celebrated Brands
SOL and LUIS MARX
Consulado 91. HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigar
Cifuentes, Fernandez y Ca
Proprietors
174 Industria Street
Habana, Cuba.

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT.
San Miguel 62. Habana, Cuba.

JOSE MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Propias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Habana.

Bridat, Mont'Ros y Co
Manufacturers of Leaf Tobacco and Cigars
Monte 35 Havana

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS
de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
Industria 176.
HABANA, CUBA.

JOAQUIN HEDESA, Successor to Martinez, Hedesa & Co.
Packer and Exporter of Leaf Tobacco
112 Escobar Street. HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114.
Habana.

JORGE & P. CASTANEDA
Havana Leaf Tobacco
Dragones 106—108. HAVANA

ALXALA & CO. Havana Leaf Tobacco
Carteras L and Corrales 9 and 8.
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN TRADE

AVELINO PAZOS & CO
Almacenistas de Tabaco en Rama
PRADO 125
Habana

SUAREZ HERMANOS.
S. en C.
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 80-82.
Habana, Cuba.

found only few goods suitable for the German market, or they were held at such prices as to be out of reach.

Garcia & Co. have been doing a good business selling to their customers, and while the number of bales sold were not disclosed by Don Manuel, it is said, they amounted to about 1000 bales.

Joseph Knecht bought about 400 bales of choice Vuelta Abajo leaf from the tierra llana district, in order to be able to keep up the standard of his Cincinnati brands.

Gonzalez, Benitez & Co. disposed of 800 bales of Vuelta Abajo and Remedios.

Leslie Pantin has his hands full again attending to the wants of four of his customers, and must have purchased fully 2000 bales of all kinds of leaf.

Aixala & Co. closed out 600 bales of Vuelta Abajo.

Arturo Ruiz was a buyer in the market of some choice leaf.

Bruno Diaz & Co. turned over 600 bales of Vuelta Abajo and Partido.

Isidro Menendez purchased a fair quantity of Vuelta Abajo, Partido and Remedios.

Rodriguez, Bautista & Co. sold 550 bales of Vuelta Abajo and Remedios.

Victor Suarez filled his wants by stocking up with several good lots.

G. Salomon y Hns. closed out 527 bales of Vuelta Abajo and Remedios.

A. M. Calzada & Co. purchased 500 bales of Remedios in the country, and sold 250 bales of Vuelta Abajo and Remedios.

A. Pazos did not tarry long in Havana. His firm received 160 bales of Vuelta Abajo from its late purchases in the country, and turned over 150 bales of Vuelta and Partido leaf.

Voneiff & Vidal Cruz have several trades pending, whiie Don Enrique Voneiff is busily looking over the market to find some goods suitable for his Baltimore trade.

Suarez Hns. disposed of 500 bales of Vuelta Abajo.

Antonio Rico was a buyer of choice leaf for the El Arte Cigar Company, Tampa.

Jorge & P. Casteneda closed out 400 bales of Partido leaf, and Don Ignacio Casteneda left on Saturday to visit some of their Tampa customers.

Antonio Suarez sold 400 bales of Vuelta Abajo.

Manuel Garcia, of Perfecto Garcia & Bro., Chicago, has purchased 200 bales of Vuelta Abajo and intends to remain two weeks longer in Havana, having several trades still pending.

Rabell, Costa & Co. disposed of 184 bales of Vuelta Abajo.

M. Garcia Pulido closed one deal of 117 bales of his fine Remates holdings.

Jose Menendez turned over 115 bales of Vuelta Abajo.

Joaquin Hedesa sold 101 bales of his Artemisa packing.

Sobrinos de V. Diaz delivered 100 bales of Remedios to one buyer.

Charles Blasco purchased close to 1000 bales for his customers during the past fortnight.

Receipts From the Country

	Week Ending Dec. 3. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,514	233,893
Semi Vuelta	462	20,915
Partido	146	57,127
Matanzas	3	204
S. Clara & Remedios	3,723	78,518
Santiago de Cuba	27	657
Total	7,875	391,314

—The Victor Thorsch Company, of Allentown, Pa., manufacturer of the well known Bachelor cigar, has secured a site on Third street, South Bethlehem, for the erection of a modern four story brick cigar factory.

OHIO BURLEY MARKET.

Cincinnati Warehouse Interests Aren't Satisfied With Situation.

Cincinnati, O., Dec. 11.

The burley tobacco situation is not viewed with the greatest of satisfaction by local warehouse interests. Confirmation of reports that the combine has started buying direct from farmers, paying high prices, coupled with the fact that the Burley Tobacco Growers' Association is still more or less a live issue, makes the prospects of heavy receipts of the 1904 crop in this market rather dim. To date, less than 50 hhds. of new have been auctioned at the five warehouses. These tobaccos showed good body and texture, a fair length and spread of leaf and a most satisfactory proportion of color. Old tobaccos that have been "put up" are out of stocks that were purchased last summer during a boom market, and the holders are not realizing profit on their venture. The average price of the new tobaccos at present is $9.60 per 100 pounds, compared to $9.85 for the corresponding period last year. Receipts from January 1 to December 1 this year have been 21,004 hhds., against 50,053 in 1903 and 48,046 in 1902. Stock statement from January 1 to December 1, this year, 6,843 hhds., against 9,942 in 1903 and 10,426 in 1902.

Offerings were fair at last Saturday's cigar leaf sales, aggregating 153 cases. The feature was the Zimmers, the offerings of this type being the best seen on the breaks for many weeks. The greater portion sold above 6c, and ranged from that figure up to 13¾c per pound. The Connecticuts were below the average in quality, only a few cases selling between 8½c and 14½c. The competition for these goods of quality was very active, and realizations were from 1c to 1½c higher than recent sales. Wisconsins were a rather inferior lot, offerings being confined exclusively to common fillers and stogie stock. Prices ran from $1 to $3.70 per 100 pounds.

John C. Davis, of 412 Vine street, is having a great run on the Anavah, a 10-cent smoke, and Davis' Select, a 5-cent brand.

Jobbers report trade steadily improving. Retailers say that the Xmas trade is the best for some years. Box manufacturers are fairly swamped with business.

The Cincinnati leaf tobacco trade is making arrangements to attend the sixth annual Northern Kentucky Tobacco Fair in a body. The affair will be held at Maysville, on Wednesday, February 22. President John Dudley, of the Maysville Board of Trade, states that the fair this year will be the largest and most interesting ever held. The premium list will be large, and includes four cash premiums each for cigarette wrappers, bright leaf, red leaf and lugs. The great feature will, as customary, be the competitive bidding between the Cincinnati and Louisville warehouses for the premium tobacco samples. The local body will go to the fair on a special train.

John D. McKibben, of Kentucky, has brought suit in the United States Circuit Court against the Farmers and Shippers' Tobacco Warehouse Company, of this city, to recover $9,147.12, with interest from August 16, 1904. The amount is claimed to be due on a one-half interest in purchases and sales of tobacco made from 1901 to 1904 at Madison, Ind. The business was transacted under the name of J. D. McKibben & Co. McKibben's partner was M. L. Kirkpatrick, and it is alleged he has received his half interest in the transaction from the defendant company.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: Graplanas. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." *Habana, Cuba.*

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: Andamira. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—Reform.

Henry Voneiff F. Vidal Cruz
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"Calda." *HABANA, CUBA.*

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

J. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
109 WATER STREET,
NEW YORK.

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF
LEAF TOBACCO
Established 1855.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

Importers of Sumatra Tobacco
Joseph Hirsch & Son
Office, 183 Water St
NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Dec. 12.

Business is in pretty fair shape over here these days; the retailers are putting on a better face, manufacturers say they have plenty to do, and there is a better feeling in the leaf market.

The tariff proposition has the trade's interest, of course, and considerable disappointment was voiced when President Roosevelt's message made its appearance without throwing any light on the Chief Executive 'sinclination.

There is a strong united feeling of opposition in this city against Secretary Taft's proposition, which is being demonstrated by meetings of various organizations representing cigar and tobacco interest. One important meeting of this sort was held last week in the offices of Wise and Lichtenstein at which there was a general discussion of the best ways in which the opposing forces can have their side of the case most effectively presented. Among those present were Benno Neuberger, President of the New York Leaf Board of Trade; Morris S. Wise, counsel for the Cigar Manufacturers' Association of America; A. Bijur, President of the National Cigar Leaf Tobacco Dealers' Association; Charles Fox, of F. Miranda & Co., and F. Cranz, of F. & E. Cranz.

The New York protesting forces will probably be headed by the National Cigar Leaf Tobacco Dealers' Association.

• • •

Going by the reports of the Internal Revenue authorities, New York City is easily the greatest cigar producing city in the world. It does not, of course, consume all of its own cigar product, but it is a fact that it produces 28 cigars a year for each man, woman and child in its population of approximately four millions. If only one million of our urban population are smokers and if they consume only two cigars a day each on an average, they smoke up 730,000,000 cigars a year. The probability is that they consume more than double that number or 1,460,000,000 cigars a year, which is about 500,000,000 cigars in excess of the city's product. In other words, apart from being the greatest cigarmaker in the world, New York City has to draw from the outside world to satisfy the demands of its smokers.

• • •

[illegible] Nash & Co. cigar manufacturers of Passaic, have taken an office at [illegible] Building and this city is where we [illegible] charge. The firm has been doing a business in the Passaic district, but is about to [illegible] market.

• • •

[illegible] Reed Tobacco Company, [illegible] employes, has moved its office to [illegible] Building, 280 to 284 Water street, where there is more room for the firm to spread out.

The partnership is announced of David Heyman and Maurice Hollaender, who will do business as Heyman & Hollaender, commencing the first of the year. The two men have long been connected with S. Ashner, of Brooklyn, and are well known in the trade.

• • •

Chas. W. Swift & Co., of 129 Fourth avenue, announce that by February 1, they will be installed in comfortably commodious quarters at 131 West Twenty-fourth street. The firm's telephone number will be 3608 Madison Square.

• • •

The Wall Street Journal prints some very interesting matter concerning the great merger of the American Tobacco Co with its branches It says:

The six per cent bonds of the American Tobacco Co., which was formed to merge the old American Tobacco Company, the Continental and the Consolidated Tobacco companies, are the subject of considerable discussion among bond experts, as regards the category in which they should be placed as an investment security. These bonds amount to $56,100,000 given in exchange for $14,000,000 par value of outstanding preferred stock of the old American Tobacco Company and $32,077,300 par value of the outstanding preferred stock of the Continental Tobacco Company. There is an impression in some quarters that these bonds are secured by a first mortgage, but this is erroneous. They are debenture bonds, pure and simple.

In the trust indenture made between the American Tobacco Company and the Morton Trust Company, trustee, it is stated: "The bonds are to be secured, ratably, by and are subject to an indenture dated October 20, 1904 by which indenture there is imposed a charge in favor of the trustee upon the property and present and future net income, earnings and profits of the American Company for the benefit, first, of the six per cent bonds and second of the four per cent bonds." The latter were exchanged for $18,869,100 of the collateral trust bonds of the Consolidated Tobacco Company. It is a notable fact that these four per cent bonds have practically the same prerogatives as the six per cent bonds except the former come second as regards principal and interest.

The preferred stock of the American and Consolidated Tobacco companies for which the six per cent bonds were exchanged were both non-cumulative as regards dividends, but they had priority as regards assets in the event of dissolution. Therefore it cannot be said that the bonds have any better security than had the preferred stocks.

In considering the intrinsic worth of the six per cent bonds as well as the four per cent bonds it should be remembered that the American and Consolidated Tobacco companies have jointly controlled the four per cent gold bonds of the American Cigar Company. There are now $18,000,000 of these bonds in the hands of the public, and there is official authority for the saying that the guarantee of these companies is as good since the merger as it was before. Therefore the gold bonds of the American Cigar Company would have priority over the six per cent. bonds of the new com-

OUR TWO BIG SELLERS

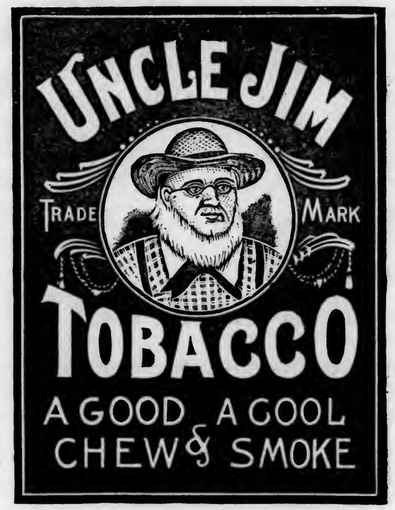
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office; U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
"IN UNION IS STRENGTH"
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

pany. The Continental Tobacco Company also has outstanding $1,581,100 of debenture bonds which, of course, would also be prior to the six per cent bonds of the new company.

There are bond experts who believe that the American Cigar Company notes guaranteed by the American and Continental Tobacco Companies are a far better security than the 6 per cent bonds of the new company. Bond experts who have given the tobacco bonds some study have reached the conclusion that they cannot by any means be classed as a first class investment security. They are not only not secured by any mortgage or collateral but the provision in regard to retiring the bonds through a sinking fund is too indefinite.

The retiring of the bonds is to be done at the discretion of the trustee. There is nothing compulsory about it, and if the bonds are not selling at 120 or below there is no arrangement for retiring them by any other method.

It seems that one of the results of the tobacco merger has been that the value of the preferred stock of the old American and Continental and the value of the common stocks of the same companies have been partially equalized. In other words, the holders of the Consolidated Tobacco 4 per cent collateral trust bonds, which were formerly exchanged for the common stocks of the American and Continental companies and which were largely held by the Morton Trust Company interests, have gained by the merger, while the preferred stocks of the American and Continental companies, which were largely held by the public, have obviously lost by the operation.

BUCK.

REVENUE SHAKE-UP MAY BENEFIT.

Will Not Be a Hardship to Really Worthy Manufacturers.

York, Pa., Dec. 12.

The cigar trade of this county is not yet completely over the exciting times of the past two weeks, although they have now become somewhat more reconciled to the conditions as they were found to exist. It was first pointed out in The Tobacco World that it was a practice in this county to have cigars made up at innumerable farm houses, and to remove them to other factories for stamping and preparing for shipment.

It was also remarked at the time that this was a technical violation of the Internal Revenue regulations, but the practice was allowed to go on for a long time until it almost became a law by custom, but which, as has been unpleasantly demonstrated, is not recognizable by "Uncle Sam." Manufacturers certainly can not complain of not having been properly warned of the dangerous risks they were taking, and those who may have suffered in consequence of not heeding The Tobacco World's good-natured advice have no one to blame but themselves for their own selfishness and utter disregard of their promises made to the government when they were granted licenses to engage in the business of manufacturing cigars.

It is argued that it has fallen as a great hardship on many poor farmers, and also some others, who are perhaps well enough to do. This may be true, but it is not reasonably likely that they can plead ignorance, for it is doubtful if there is a single one who did not know perfectly well that he was not doing what was required of him. There is on the other hand, no good reason why there should not be just as many cigars made in the county as ever before, but the modus operandi must necessarily be changed. Instead of working by their own firesides at home, this class of manufacturers will be compelled to enter regular factories.

This may occasion inconvenience but will hardly cause starvation, as some of the sensational reports indicate. In fact, it has been just such illegitimate practices as these that has done more harm to the industry than good, and there is reason to believe that the shake-up will prove a real benefit to all rather than a hardship to any one who is really able and willing to work.

John E. Olp, formerly a cigar manufacturer at Jacobus, this county, has been adjudged a bankrupt, and the first meeting of his creditors will be held on December 23, at 10 o'clock a. m., at the office of John E. Vanderslice, this city, referee in bankruptcy.

The International Cigarmakers Union will hold no convention this year. Any amendments to the constitution and the election of officers are voted on by referendum.

L B
Established 1825
Lewis Bremer's Sons
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third St.
Philadelphia
Correspondence Invited. Samples Furnished.
S

—A. W. ZUG—

LANCASTER - - PENNSYLVANIA

High Grade Cigars

Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen. All our Business is Transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us. We will save you money.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only.
McSherrystown, Pa.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos

1913 ZIMMER SPANISH, WILKINSON and DILLERS Tied About Ten Days. Ready for Stripping.

Zimmer Spanish
Gebhart
Little Dutch

1912–1913 Broadleaf, Flats, Seconds, Fines, Tables and Flats, Smooth Finishes, Nicks Sorted. Ready for Stripping.

West Carrollton, Montgomery Co., O.
The Center of the Best Zimmer Growing District.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready** for Use.

The Home of the Delegates.

HOTEL WALTON

Philadelphia.

THOROUGHLY FIRE-PROOF

Five Hundred Rooms, Single and En Suite

ROBERT STAFFORD,
Proprietor.

GEO. W. SWETT,
Manager.

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

PATRICK GORDON—Territory given good distributors everywhere.

Manufacturer of

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

SOME EXCELLENT NEW BRANDS
will be announced in a few weeks.

We employ no Salesmen. QUALITY IS EVERYTHING, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

WEIDMAN & MOYER

CIGAR BOX Manufacturers

Womelsdorf, Pa.

Correspondence Solicited.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made *CIGARS*
615, 617 and 619 Lake St.
Lancaster, Pa.

THE AROMA THOUSANDS PRAISE.
Havana Box Aroma
$12 per Gallon.
ITS EQUAL UNKNOWN TO SCIENCE
Cincinnati Fruit Refining Company, Cincinnati, O.

OUR

MUSLIN, CLOTHINE AND ROPE FIBRE SIGNS

CREATE DEMAND FOR YOUR GOODS

The Globe Sign & Poster Co.
LITHOGRAPHERS AND PRINTERS OF MUSLIN, CLOTHINE AND ROPE FIBRE SIGNS
FACTORY AND MAIN OFFICE
AKRON, OHIO.

ORIGINAL DESIGNS

FOR

CIGAR AND TOBACCO ADVERTISING SIGNS OUR SPECIALTY

Address: Main Office and Factory
AKRON, OHIO

A. J. BRADY & SONS

We Guarantee Everything WE SELL

Cigar Manufacturers

McSherrystown, Pa.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's

OUR 5c. BRANDS

Stephen Crane

Made in Londres, Perfectos and Panatelas.

Robert E. Pattison

Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

A FEW OF OUR DISTRIBUTORS

Robert E. Pattison Brand.
H. D. Narrigan & Co.,
110 N. 6th St., Philadelphia

Havana Post Brand.
W. H. Banton.
315 So. 4th St., Philadelphia

La Nacion Brand.
Victor Fermani
740 So. 6th St., Philadelphia

BREMER BROS.

IMPORTERS, PACKERS AND DEALERS IN

Leaf Tobacco

One of the oldest-established houses in the trade, announce that they now have ready for the market a large lot of

Wisconsin Binders

of exceptional quality; also call your attention to their

Light Connecticut Wrappers

which for color, yield and quality are unequalled

BREMER BROS.

119 North Third Street, Philadelphia, Pa.

ESTABLISHED 1860

"AS HIS SOUL GOES MARCHING ON"
—SMOKE

JOHN BROWN

5c. CIGAR

25,000,000 of them sold

FROM MAINE TO CALIFORNIA

THE VERDI

10c. CIGAR

Is Smoked and Liked by The Finest Trade

John G. Root .... MANUFACTURER .... REAMSTOWN, PA.

Let us submit samples and prices

PROGRAM of TOBACCO SHOW

MONDAY, DEC. 12:

Exposition will be formally opened at 9 A. M. by address and exercises in Convention Hall.

10 a. m.—Opening Session of the Third Annual Convention of the Independent Tobacco Manufacturers' Association of the United States. Meetings will be held in lower assembly room of Horticultural Hall. Delegate Headquarters at Hotel Walton.

11 a. m.—Opening Session of the annual meeting of the Independent Tobacco Manufacturers' League. Meetings will be held in the assembly room on the second floor of Horticultural Hall. Delegate Headquarters Hotel Walton.

2 p. m.—Second Sessions of the Independent Tobacco Manufacturers' Association and the Independent Tobacco Manufacturers' League.

Evening.—Vaudeville and other entertainment features in exhibit hall. Prominent speakers will be present during the week and will make short addresses. Among the entertainment features will be Carolina Jubilee Singers, humorous monologues, songs, etc.

TUESDAY:

10 a. m.—Morning Sessions of Independent Tobacco Manufacturers' Association and Independent Tobacco Manufacturers' League.

2 p. m.—Closing Sessions of above organizations.

Evening.—Vaudeville and other attractions.

WEDNESDAY:

10 a. m.—Address in Convention Hall by prominent speaker. The executive committee has secured a full list of well-known speakers, who will appear at the morning sessions during the week, but as some of the speakers, at the present writing, were unable to tell positively which day of the week they will be able to be present, this part of the program cannot be given in detail.

2 p. m.—Special features in the exhibit hall.

Evening.—Vaudeville and other attractions.

THURSDAY: (New York Day.)

10 a. m.—Addresses in Convention Hall.

4 p. m.—Delegation from Retail Cigar and Tobacco Dealers' Association of New York, headed by Robert E. Lane, will arrive and be welcomed to the Convention by Chairman R. W. Bock, and assistants, with appropriate exercises.

Evening.—Special entertainment in honor of the New York tobacco men at which several of the visiting delegates will speak, and which will be interspersed by a social program of an entertaining nature.

FRIDAY:

10 a. m.—Addresses in Convention Hall by prominent speaker.

Evening.—Vaudeville and other attractions.

Victor Thorsch Co.

Allentown, Pa.

MAKERS OF

The Bachelor ..Cigar

Handled by first-class Retailers throughout the United States

A MAN IS KNOWN
By the Cigarettes he keeps
.... The
ALBANY : CIGARETTE
Is Good Form

THE A. L. WILSON CO.
GROWERS and PACKERS
— OF —
...Florida } Sumatra Havana
Quincy, Fla.

O. L. Schwencke Lithographic Co.
... Highest Grade
Cigar Box Labels
CLARENDON ROAD and EAST 37th ST.,
Brooklyn, N. Y.
CHICAGO BRANCH: 171 East Randolph Street

TIGHT BINDING

JOHN W. WARTMAN B. R. MORT

JOHN W. WARTMAN & CO.

IMPORTERS OF

Sumatra and Havana Tobacco

PACKERS OF SEED LEAF TOBACCO

No. 244 NORTH THIRD STREET

PHILADELPHIA

J. S. BATROFF

Leaf
Tobacco
Broker

Both Phones

NO. 224 ARCH STREET

Offering Several Extra Good Packings of 1902 and 1903

Vernon County.

Wisconsin Tobacco

SATURDAY

[illegible]

[illegible] will be presented on [illegible] and lasting until [illegible]

The Exposition doors will be opened at nine o'clock every morning and closed at eleven o'clock at night.

Special Features.

[illegible] music will be rendered [illegible] conducted by Adele De Bouel.

There will be notable [illegible] by William [illegible]

[illegible] will be given to those attending the Show [illegible]

[illegible]

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

F. V. ESHLEMAN

1600 ARCH STREET, PHILADELPHIA

MANUFACTURER OF

HAVANA CIGARS

(Archon) pronounced Arkon, meaning First, Unequalled, Supreme,—A Ruler.

In presenting this brand of cigars to the public it has been so named because it represents in its quality with wonderful fidelity what the word means. Manufactured from the finest selected leaf, evincing the most skilled workmanship and the careful blendings of various flavors and grades of tobacco, producing a cigar of unexcelled merit.

Its delicious aroma, its mellow satisfying taste has won for it the high commendation of those who appreciate the best.

Our aim is to build a cigar which will not only be superior because we say it, but one in which the proof of its superiority will rest in the smoking of it, a cigar which will win for itself a place in the estimation of those who know what a good cigar really is.

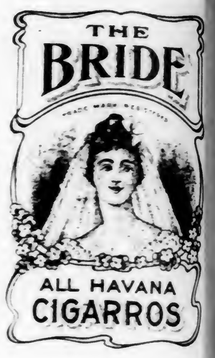
It ranges in price from $35 per thousand to $300 per thousand.

F. V. ESHLEMAN.

B. LIPSCHUTZ

44 N. 12th St., Phila., Pa

Manufacturer of The Popular



"44" 5c. CIGAR

AND

Philadelphia's Most Famous Smoke

BRIDE

All Havana Cigarros, ten for 10 cents. Extra Large Size, ten for 15 cents.

Correspondence with Wholesale and Jobbing Trade Solicited.

ANNOUNCEMENT!

S. Omicron & Co.

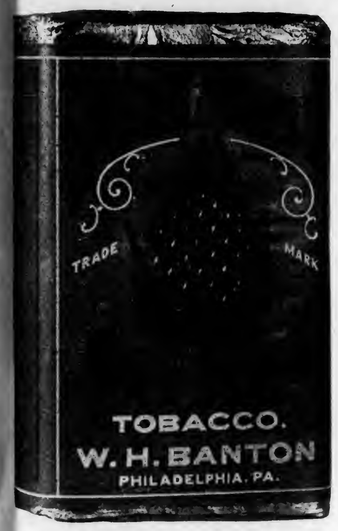
announce the OPENING, on SATURDAY NEXT, of their

Oriental Parlor, at 223 So. Broad St.,

opposite the Bellevue-Stratford, as a means of advertising their

Omicron Egyptian Cigarettes

PRACTICAL DEMONSTRATIONS of the manufacture of these CIGARETTES will be made, together with the serving of the very best Oriental and French dainties, desserts and drinks.



100 MEN DESERTED

THE LEAGUE ISLAND NAVY YARD

TO HUNT FOR

"Pine Apple" Cut Plug

Seventy have found it and returned filled with joy; the other thirty are still on the hunt and will not return until they find it. They will seek no further, as no better can be found

Pine Apple Plug Pine Apple Cut Plug

Pine Apple Twist

W. H. BANTON

Manufacturer and Sole Owner

315-317 South Fourth Street Philadelphia, Pa.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

L. A. PEARSON,

Packer & Dealer in All Kinds of

Cigar Leaf Tobacco

ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.

Warehouses---West Milton, O.
Branch---Yorkshire, O.

Buyers in All Tobacco Districts of the World

Main Office, West Milton, Ohio.

THE LOUIS NEWBURGH CO.

PACKERS OF

Zimmer Spanish and Little Dutch

MAIN OFFICE, HAMILTON, OHIO.

Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY

Makers of the

BACHELOR CIGAR

ALLENTOWN, - - - PENNA.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

1,000 Feet of Cigar Box Lumber FREE

WE promise you we will have the largest Cigar Box Lumber plant in the United States within twelve months, at Knoxville, Tenn. We are now running with a number of the very latest types of Knife-Cutting Machines --vast improvements over former patents.

Our capacity will now average fifteen million feet per annum. The stock is equivalent to sawed lumber for tops.

BONA-FIDE OFFER

WE guarantee our Knife-cut Poplar Veneered and Poplar imitation superior to any Knife-cut lumber on the market.

We will ship to any reputable Cigar Box manufacturer, 1,000 feet of No. 1, Poplar imitation or No. 1, Poplar Veneered, at lowest price, and if not as represented we will make him an absolute present of the thousand feet.

SHEIP & VANDEGRIFT

814-32 Lawrence St. - - - Philadelphia, Pa.

MILLS

POPLAR MILLS, Knoxville, Tenn.

GUM MILLS, Hunterville, Mo.

IMHOFF & CO.

DENVER, PA.

MANUFACTURERS OF

High-Grade Union-Made Cigars

Correspondence with wholesale and jobbing trade solicited

The Leader for Many Years

A high-grade seed and Havana 10 cent cigar They make friends fast and keep them too. It's the quality, style and workmanship that does it. Jobbers, write for prices and full particulars to

GEO. W. LEHR

MANUFACTURER

READING PENNSYLVANIA

7-20-4

10c. CIGAR

Londres and Perfecto Shapes

At Wholesale in New York by

ALL RELIABLE JOBBERS

A. H. Hillman Company, 94 Park Row

S. Monday & Sons. 258 Wythe Ave., Brooklyn

R. G. SULLIVAN

MANUFACTURER

MANCHESTER, N. H.

Imported Tobacco Mfg. Co.

MANUFACTURERS OF THE HIGH-GRADE

Prize Cup Cigarettes with Silk Tips

(PAT. APPLIED FOR)

Retail prices 25c, 35c, 50c, 75c and $1.00 per package of 10, according to quality and size

ALSO

Regatta Cigarettes, Plain and Cork Tip

15c per package of 10

Office, No. 1269 Broadway, N. Y.

SPECIAL DEPARTMENT

FOR

MONOGRAMS, SEALS AND PRIVATE BLENDS

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, DEC. 14, 1904

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE TOBACCO SHOW.

It is with the most sincere pleasure that The Tobacco World is already able to announce in its news columns the success of the Tobacco Show, which is being held in Horticultural Hall all this week.

Naturally the only way to judge of the show's success or failure is to determine, first, whether it attracts many consumers, and, secondly, whether it pleases them after they have entered the building. The financial was from the very first a minor end.

Monday was an extremely unpleasant day. It would have been fair to presume that no one would venture abroad except under necessity, yet by the middle of the afternoon a fair crowd was in attendance at the show, which increased in the evening almost to a jam. On Tuesday, which was a better day, the story was repeated, except that the crowd came earlier and stayed longer. It was said on that day that a number of exhibitors had effected a good number of sales, and a general feeling of satisfaction was evident. Some manufacturers who were present as sightseers regretted, too late, that they had decided not to exhibit.

It is not too early in the week to declare that this eager interest will continue until the closing hour on Saturday night, and its undoubted success as an attraction permits the assumption that it may become regularly included in the city's list of periodical entertainments of this nature.

Naturally Mr. Boch and his associates are happy men. Mr. John Landstreet said at the opening exercises on Monday that when Mr. Boch had first broached the matter to him, he had returned a rather pessimistic answer, and he further said that in carrying the thing through, Mr. Boch would acheve a triumph not lightly to be measured.

The Tobacco World desires to extend its hearty congratulations to Mr. Boch and the Retail Cigar and Tobacco Dealers Association of Philadelphia.

PRESIDENT ROOSEVELT WILL INVESTIGATE.

Moved by the pitiful cry for help from the Southern tobacco growers, who claim that it costs them money every year to grow their tobacco as a result of the methods of the combine buyers, President Roosevelt has decided to look into the matter, and appointed A. E. Garner as a special official to find out the exact relations between buyer and grower.

Previous to election some papers declared that the President had it in for the tobacco combine for two or three different more or less plausible reasons. It was said that the President would get after these people as soon as he was firmly re-intrenched in his seat, and would "have to be shown" concerning a number of things.

It is probable that the President's action is, to a certain extent, a result of the run-in between the independents and the American Tobacco Company over Assistant Secretary Armstrong's import stamp, but it is ridiculous to suppose that Mr. Garner's future operations will be in the nature of revenge for any attitude which the American Tobacco Company may have chosen to assume toward Mr. Roosevelt.

Tobacco planters in Tennessee, Kentucky, Virginia and other States have been petitioning the administration for relief for some time, claiming that the combine is able absolutely to control the prices of raw material, and that unless they accept what is offered for their crops they must quit. The growers make the natural protest that this is un-American and directly against the Constitution of the United States, and they promise Mr. Garner some very interesting revelations.

Philadelphia Tobacco Trade.

Fire in Sheip Box Factory.

Fire, which occurred last Saturday afternoon, damaged the box factory of the Henry H. Sheip Manufacturing Co., at Randolph street and Columbia avenue, to the extent of about $50,000. The Sheip Company makes a specialty of the manufacture of cigar boxes, and it was the yard used for the storage of lumber that suffered most from the flames.

The fire was thought to have started in an overheated drying kiln, and owing to the bad weather conditions, the firemen had great difficulty in worktng. The only damage to the main factory was to the woodwork on the Randolph street side. Henry M. Sheip, president of the company, said the loss is covered by insurance.

Liverwell is Convicted of Box-Stuffing.

Frederick Liverwell, of North Leithgow street, who was arrested a few weeks ago by Internal Revenue agents, charged with having refilled cigar boxes and then peddling them, was convicted before Judge Holland yesterday in the United States Court.

Liverwell at first pleaded not guilty, but after a portion of the evidence was given changed his plea to one of guilty. He will be sentenced in a few days.

According to Chief Deputy Internal Revenue Collector Wilkie, who, with Agents Friel and Drinkhouse, arrested the accused, the latter had been for a long time selling a cheap cigar, which he packed in boxes originally made for a popular brand. He purchased a cigar which in size, shape and color resembled the popular brand. He then bought of retail dealers old boxes in which had been packed the popular brand cigars. For these boxes he gave two cents each, telling those from whom he bought that he wanted to make Christmas toys with the wood. From these boxes he sweated the old cancelled revenue stamps. Then he sweated the stamps from the boxes of cigars he bought in Millersville, which he pasted on the old popular brand cigar boxes, in which he packed the cheap cigars. The popular cigar sells at wholesale for $35 a thousand, and the cigars which Liverwell purchased and put in the old boxes cost $22 a thousand. He was able to make a profit of nearly $10.

Lovell & Buffington Company Was Tied Up on Exhibits.

The Lovell & Buffington Tobacco Company, of Covington, Ky., which had expected to remove its exhibit from the World's Fair to the Tobacco Show at Philadelphia, was unable, through unavoidable circumstances, to effect the removal. J. Pierce Flowers, Eastern manager for the company, greatly regretted that the firm did not succeed in arranging an exhibit in time, and stated that it was owing to the fact that they did not learn of the hitch in St. Louis until it was too late.

Receiver for Crabtree Tobacco Company.

Application was made yesterday by A. Minor Renshaw, secretary and treasurer of the Crabtree Tobacco Company, 1015 Frankford avenue, for the appointment of a receiver for the company. The firm was organized about a year ago, and manufactures smoking and chewing tobacco.

With Manufacturers and Jobbers.

Z. J. Norris Will Move.

Z. J. Norris, local representative of I. Lewis & Co., of Newark, is compelled by change of lease and alterations to vacate his present office at 230 Market street, where he has been for several years. Mr. Norris's many friends and customers will be as sorry to hear of this change as the well known salesman is to go, as he has become so thoroughly identified with these quarters. Mr. Norris is one of the best known men in the trade in Philadelphia, and it will be only a short time before his new address, wherever it is, will be as well known as the present. The change will be made at the first o the year.

J. H. Batzofin, of Twelfth and Vine streets, has decided to make a specialty of independent goods, has made a window display along this line. Mr. Batzofin has also entered the manufacturing business with H. Stein, of Sixth and Wood streets, and the firm will manufacture a full line of cigars.

E. H. Young, of E. H. Young & Co., cigar manufacturers of Farrandsville, Pa., was in town this week.

Among the Salesmen.

B. Straus, of Bustillo Bros. & Diaz, of New York, was hustling around town late last week.

W. P. Bushell, Jose Lovera & Co., of New York, and Charles Wasserman, of B. Wasserman Co., of New York, were among the salesmen seen in town during the week.

Frank McBurney, of Lozano, Nistal & Co., spent a few days in the city and did considerable business.

Mr. Bloch, of Bloch Bros., of West Virginia, manufacturers of Mail Pouch, is in Philadelphia looking after the firm's exhibit at the Tobacco Show. Mr. Condax, of E. A. Condax & Co., of New York, was also among the visitors here for this purpose.

Wm. Taylor, of the Anglo-Egyptian Cigarette and Tobacco Co., of New York, was in Philadelphia last week after business.

Sigmund Baum, of the Turco American Tobacco Co., of New York, did considerable business in Philadelphia during the week.

TIGHT BINDING

Joseph S. Petersen Established 1877

A MERRY CHRISTMAS and
A HAPPY NEW YEAR to you!

BOTH WILL BE YOURS IF YOU

The SABOROSO is the cigar that holds its old friends and is constantly making new ones.

That is why it PAYS to handle it instead of the short-lived "scheme" and "free deal" cigars on the market to-day.

Its superior qualities have been known to the trade [and] the SMOKER for upwards of twenty-five years, and it sells and keeps on selling with little or no effort on the part of the dealer.

That is why you should handle it.

WRITE FOR PRICES AND TERMS

VETTERLEIN BROS.

MANUFACTURERS

144 and 146 North Fifth Street

PHILADELPHIA

SUCCESS IS ASSURED FOR TOBACCO SHOW

J. HARVEY McHENRY

Horticultural Hall is Thronged Day and Night with Interested Consumers Who Demonstrate Their Unqualified Approval. Exposition, Formally Opened Monday Noon, Brings to City Representatives of Many Independent Interests Who Assemble in Convention.

JAS. I. HASSAN

AT the present writing, two days after its opening, the Tobacco Show can safely be counted as an assured success. All tremblings as to its welfare are practically over, and Chairman Boch, as President John Landstreet in his opening remarks said, can consider that he and his assistants have achieved a notable triumph.

The Tobacco World printed in last week's issue an account of the inception of the Tobacco Show and its subsequent development, and taking all preparations into account, assumed that it would be a success. Owing to the nature of the affair, the first of its kind, it was impossible to determine positively until the very opening day whether it would succeed in its purpose—that of placing before the general public conjointly a fair representation of the principal brands of cigars, cigarettes and manufactured tobaccos made outside the American Tobacco Company's factories and control.

Visitors Came Early.

A few of the exhibits were delayed in preparation and the Exposition was really not in shape for the public eye before Monday afternoon. At noon, however, visitors began to arrive and continued in a steady stream until the closing hour at 11 o'clock in the evening. In spite of the extremely unpleasant weather conditions Horticultural Hall was crowded all the evening, both in the exhibit room and the hall in which the entertainment features took place. The same was true on Tuesday and Tuesday night.

Not a little of the importance and significance of the affair, as an independent movement is provided by the annual convention of the Independent Manufacturer's Association of the United States, and the Independent Manufacturers' League, the sessions of which took place in the Hotel Walton on Monday and Tuesday, full details of which meetings will be seen elsewhere. This convention brought to the city in addition to its own delegates, a large number of representatives of independent interests who desired to effect an affiliation with the national bodies. The show also brings to Philadelphia a hundred or more representative dealers of New York, so that the affair establishes a very notable precedent in the general independent movement.

JOHN KLINDWORTH

R. W. BOCH, Chairman.

Formally Opened by Mr. Boch.

The Show was formally opened at half past twelve on Monday by R. W. Boch, Chairman of the Executive Committee, who stated that the president of the organization was absent because of a trip to the Pacific coast due to the illness of his wife. He introduced Frederick J. Shoyer, Director of the Department of Supplies, who attended the convention as the representative of Mayor Weaver.

Mr. Shoyer began by extending to all present, particularly the out of town delegates, a hearty welcome on behalf of the Mayor and the city, and assured them that Philadelphia would do herself proud to maintain her reputation for hospitality when an organization with so praiseworthy an object as the Retail Cigar and Tobacco Dealers' Association was in question.

Must Do His Prettiest.

"It was just two hours ago," he said, "when the Mayor's secretary called me up on the phone and said that Mr. Weaver would be unable to attend and that he requested me to do my prettiest in extending to the couvention, the hospitality and freedom of the city.

"He told me what the association stood for, that it was an independent body organized to maintain its rights in the business world. 'Independents,' said I, 'then it must be some of Roosevelt's crowd: I'll go over and do my best to convince them that they are welcome.'

"I want to impress upon you out of town delegates, that you will find the members of your organizations, in this city equal to deal with, with your members in other places; equal not only in extending the glad hand of fellowship, but in coping with the business problems which confront your organization."

Mr. Shoyer then told several humorous anecdotes, which smacked of some business methods in vogue.

"I am the Director of the Department of Supplies," he continued, "and as such, just to show my good will, I want to give you tobacco men a tip:"

Land a Few Contracts.

"We are even now advertising for bids for supplies of tobacco, and these will be opened on the fifteenth of the month. Put in your bids and see if you can't land one of the contracts. But I don't want you Philadelphia manufacturers to let your out of town competitors underbid you. I must say that I'd rather see the business remain in my home city as long as it falls to the independent association."

John Landstreet, president of the Independent Manufacturers' Association of the United States, replied to Mr. Shoyer. He said:

"Philadelphia is a unique city. Unique in many ways, but particularly as a convention city. Many cities strive in every way to claim the distinction of being known as 'The Convention City,' and yet, despite their most strenuous efforts, Philadelphia has been crowned with that title without trying to win it. This is due largely to the many advantages which the city enjoys and also to the people of the city themselves, who have no peers as entertainers and extenders of hospitality.

"Philadelphia, as the 'City of Brotherly Love,' is a particularly appropriate place

B. FRANK BATTEN

17th Street and Lehigh Avenue,

PHILADELPHIA

The Home of the Green Goose

FRISHMUTH'S

TOBACCO

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

Manufacturers of

High Grade Union Made

Cigars

to which to hold our convention, because it is in a spirit of brotherly love I hope, that we are all gathered here.

Here to Encourage Peace.

The objects of our meetings are manifold. They are in the interests of the independent tobacco manufacturers and dealers, but above all we are not here to fight. We are here to aid and encourage peace and brotherhood, not only among ourselves but between us and our competitors, who, it would seem, are not treating us fairly. Let it be understood that we are not here with a chip on our shoulder just waiting for the other fellow to knock it off. We are here to interest the trade and the public and to show the world that despite any unfair business methods, or so-called competition, we are still in business and growing stronger every day.

"One feature worthy of notice, tending to show that public sentiment is with us heart and soul is the encouraging way in which the newspapers of this city came to the rescue of the little fellows. They have given much valuable space to exposing the unfair business methods with which we have to contend, and have also stated the unfair conditions in all fairness and at length.

"I appreciate this treatment, and I know you do, too, when I tell you that the convention would pass a vote of thanks to these newspapers.

Changed His Views.

"When, some time ago, the matter of holding a convention in this city was broached to me by Mr. Boch, I felt and said that this was not the time was not ripe. Since seeing and hearing much that has to do with the exhibit and convention as it now stands, I have only detail altered my views without necessarily been optimistic. I hope it is a right guess, but I want to say that if it proves successful much praise for [illegible] and others who have the matter in hand. The committees and officers have [illegible] done nobly."

Mr. Boch in replying said while he was surprised, he did not conscientiously feel [illegible] the tribute.

"The exhibit," he said, "is expected [illegible] than at first fell in line, and [illegible] that in the hands of some men [illegible] experienced in such matters there would have been a bigger showing. Later on we can take a larger place and thus have more room in which to spread ourselves. Last week, when it was too late, a great many manufacturers applied for space which we were unable to give them. Next time we will do better."

Before Mr. Boch declared the exhibition open, James S. Halfpenny, secretary of the local association, offered a resolution of thanks for Messrs. Shover, Landstreet and Boch, which was adopted with much applause. Every one then adjourned to the main hall and viewed the show.

D. A. SCHAIBLE,
Member of Convention Committee.

The Attractive Exhibits.

The exhibit hall presents an amazingly attractive appearance to the consumer and offers to his dazzled gaze so many different desirable brands of smoking and chewing tobacco, cigars etc., in so many attractive forms that he must be fairly at a loss to pick and choose.

All the displays are well arranged, and many of them are really artistic. When the hall is lighted with the hundreds of electric lamps, many of which are used as signs by the exhibitors, the scene is one of picturesque gayety which will keep the hall jammed with humanity every night of the week. The display of the R. A. Patterson Tobacco Company is notable, as it is one of the largest in the hall and is very effectively arranged. Considerable of the display consists of Lucky Strike packages.

The Queen City Tobacco Company, which manufactures the Red Devil brand of smoking and chewing tobacco, is attracting a great deal of attention by its unique booth and by the antics of one of its representatives dressed in the regulation Mephisto costume. This company is giving away free chances on a gold watch, which is to be seen in the booth, the winner of which will be determined Saturday night.

One of the neatest displays is that arranged and conducted by the Vim Thorsch Company, of Allentown. The company's popular 5-cent cigar, The Bachelor, forms the basis of the exhibit, and as The Bachelor package is a quiet but artistic one the display frames up extremely well. This company will have given away two boxes of cigars on change by the end of the week, one of them this evening.

The Cinco is There.

Otto Eisenlohr & Bro., manufacturers of the far-famed Cinco, have a display

JOSEPH E[illegible]CK,
Pres[illegible]

which is nothing short of beautiful. The booth is a large one [illegible] it the Cinco is displayed to good effect inside [illegible] cases. The effect is [illegible]erably help-

ut by American Beauty roses, and at the top of the booth is a large electrical sign spelling the name of the cigar.

Frismuth Bros. & Co., manufacturers of the Green Goose, have a showing which causes every one to stop and look; the Hilson Company has a splendid electrical sign for its Hoffman House; the Berry-Suhling Company, the local agents of which are Arthur Hagen & Co., have a crowd in front of their booth continually, attracted by their special prizes and handsome show; Vetterlein Bros. have a striking exhibit of their Saboroso in the form of a dome; Gumpert Bros. pleasingly display their Maneto and Full Weight, and the Cayay-Caguas Tobacco Company's booth causes every one to a second look. The catch line on this booth is, "The Cigars That Will."

Calixto, Lopez & Co.

Calixto, Lopez & Co. have a very tastefully arranged case of high grade cigars, and supplement the good effect produced by giving away attractive souvenirs.

A. Roig & Langsdorf ably exploit their Roig cigar; the United States Tobacco Company has a notice-compelling arrangement of the Central Union; J. S. Geller, Sons & Co. have a pretty booth; Pent Bros. place their Tahoma cigar before the public in admirable style, and the Day and Night Tobacco Company has fixed up a display which keeps a continual crowd in front of it. The Globe Sign and Poster Co.'s booth, in which signs are shown in process of being made, serves as a pleasing variety.

MANY MANUFACTURERS MEET.

Independent Interests Gather and Form Amalgamation.

One of the most important features of the Tobacco Exposition was the convention of independent manufacturers which was held in connection with it. These meetings were held in the Hotel Walton and consisted of the annual sessions of the Independent Tobacco Manufacturers' Association of the United States and the Independent Tobacco Manufacturers' League.

A large number of delegates were present at this convention, which was also attended by numerous representatives of other independent manufacturers who submitted various propositions to the Association and League looking toward a more complete identification of independent interests.

The meetings, which began on Monday morning, were practically all executive. John Landstreet, president of both the association and the league, presided, and to his clear sighted direction of affairs is due the amalgamation which was affected.

The principal result of the deliberations of these bodies was the merging of the two associations, the new organization to be known as the Independent Tobacco Manufacturers' Association of the United States.

Of this the following were elected officers: President John Landstreet, Richmond; Vice-President, H. D. Miller, Philadelphia; second Vice-President, Hugh Campbell, Richmond; Secretary, Walter J. Friedlander, Cincinnati; Treasurer, John W. Surbrug, New York; Directors, S. S. Bloch, A. Miller, John D. Spencer, C. C. Druckleib and R. F. Whalen.

This augmented association will take a more aggressive stand in the future against any combine interference and the officers of the association state that it is

JAMES A. HALFPENNY,
Secretary.

in a position, financial and otherwise, to wage a successful contest at any time. The plan of the association is to cooperate with every independent organization or association in the country and it has already received notice from many of these of hearty approval of the methods proposed.

On Monday afternoon a committee on membership was appointed, the duty of which will be to regulate the relations with other independent bodies and to look after prospective affiliations.

Among those who were received by the convention were: I. Latzar, representing a large number of Chicago retail dealers, who presented a plan to increase the sale of independent brands in that city; A. Bijur and Charles W. Fox, representing the National Cigar Leaf Tobacco Association and John R. Young and Felix Eckerson, of the Philadelphia Tobacco Leaf Board of Trade, all of whom pledged the association the hearty support of their respective organizations. Robert E. Lane, T. J. Donigan and W. W. St. John, of the New York Cigar and Tobacco Dealers' Association were present and after stating that the association was now doing a business on its own brands of more than $30,000 a month, made a proposition to the Manufacturer's Association of a nature which will serve to distribute these brands still more widely. Charles H. Bohmer, manager of the Burley Loose Tobacco Warehouse Co., of Lexington, Ky., made a statement to the delegates in regard to a proposed sale of burley tobacco in large quantities.

It was announced that the independent manufacturers had contributed to the association more largely than ever before, and owing to this fact the latter will be able to work with a freer hand for the coming year. It was intimated at the close of the meeting that a number of projects are about to be set on foot for the independent cause which will be expected to accomplish great results.

The following resolutions were adopted by the meeting protesting against Secretary Taft's proposed reduction in the Philadelphia tariff rates:

Whereas, We recognize that it is impossible and undesirable for the American workingman to compete on terms of equality with the coolie labor of the far East, and

Whereas, The incomparably low wage rate of the Philippine Islands will offer an irresistible inducement to the Trust to establish itself in the islands, should our tariff on Philippine tobacco and its products be materially lessened, and thus give the Trust a practical monopoly of the American tobacco and cigar market,

Resolved, That we oppose any further reduction in the duty on tobacco and its manufactures imported from the Philippine Islands.

Among those who were present as members of the Association were: H. D. Miller, of Frismuth Bro. & Co., of Philadelphia; John Landstreet, Patterson Tobacco Co., Richmond, Va.; Walter Friedlander, Day and Night Tobacco Co., Cincinnati, O., J. W. Surburg, The Surburg Co., New York; Charles D. Larus, Larus & Bro Co., Richmond, Va.; P. L. Reed, Larus & Bro. Co.; Sam Harris, The Khedivial Co., New York; J. D. Spencer, Spencer & Gravelly Co., Martinsburg, Va; T. J. Phelps, of R. H. Fishburne, & Co., Roanoke, Va; Hugh Campbell, United States, Tobacco Co., Richmond, Va.; Samuel S. Bloch, Bloch Bros., Wheeling, W. Va.; F. J. Hess, of the F. S. Hess Tobacco Co.; R. F. Whalen, Rochester; William S. Chandler, Strater Bros. Tobacco Co., Louisville; C. Drucklieb, Surbrug Co., New York; Felix Palmer, J. W. Pinkerton Tobacco Co., Zanesville; Hugh Bagley, John J. Bagley & Co., Detroit; G. W. Green, Reading Tobacco Manufacturing Co.; Ben Pearson, Byfield Snuff Co., Byfield, Mass.; A. Miller, L. Miller & Sons, New York; John Weisert, St. Louis; John C. W. Frismuth, Jr., Frismuth Bros. & Co., Philadelphia; J. D. Sparrow, Sparrow & Graveley, Martinsville, Va.

El Provedo Las Brevas

Clear Havana Cigars of Exclusive Merit..

Sold in Twenty-One Sizes

OFFICE:

El Provedo Cigar Factory

32 North Fourth St.

PHILADELPHIA

Factory No. 77, Dist. Florida

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of HIGH GRADE

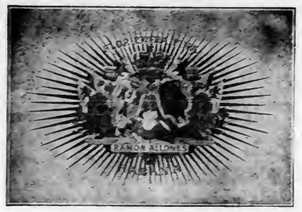
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Rabell, Costa, Vales & Company

Finest Havana



Sole Purveyors, by Request, to the Royal House of Spain.

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada.
147 Water St., New York.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous "SMOKE-IT" Cheroots are selling faster than ever before.

Philadelphia.

Here and There With the Retailers

Retail Market is Looking Up.

It is more than pleasing to be able to report considerable of a boom among the retailers during the week, which many dealers believe has come to stay. Some of the stores which had been complaining bitterly of the situation a couple of weeks or so ago, expressed considerable confidence at the end of last week, based on the pick-up during the week.

The manager of a prominent Chestnut street store declared that the improvement was very great and of a nature to lead him to believe that it would continue. "Things will be good right along, now," he said, "and I don't think there will be any further depression. Our New York end is moving along in the best of shape, and we are perfectly satisfied with the situation now."

Another Chestnut street manager said that half the week had been very good, but there had been a falling off later. He admitted, however, that there was a good upward tendency.

Death of Father of William A. Haug.

Friends of William A. Haug, a well-known retail dealer at 17 North Ninth street, were very sorry to hear the news last Thursday of the death of Augustus Haug, father of the retailer. The deceased, who was 76 years old, was a retired merchant residing in Tioga, and was a native of Germany. He was once in the jewelry trade in Philadelphia, and later a member of the firm of George Doll & Co., importers of toys, at 10 North Sixth street. He is survived by three other sons. The funeral services were held on Sunday at 2 o'clock from the late residence, Seventeenth street and Allegheny avenue.

Godfrey S. Mahn reports very good business just now, and Mr. Mahn is much pleased with the way things are going at his store in New York.

H. J. Nickel, jobber on South Second street, is making an attractive display of the Lord Montar, Napoleon 10 cent cigar.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

SALESMAN, with established trade in Pennsylvania, is open to engagement with first-class leaf house carrying a full line of goods. Address SALESMAN, Box 126, care of Tobacco World. 11-16 r

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

CUBAN CIGAR MAKER FOREMAN desires position. First class references. Address Box 121, care of Tobacco World, Phila.

WANTED—To contract with a large manufacturer for sale of the entire output for a term of years. Address Box 117, Tobacco World, Phila. 12-14h

Schleifstein Sees der Show

But it Cost so Fehl, His Frau Registered a Kick.

Wolleverstettel, Pa., Dec. 14, 1904.

Ich hop gelasa in de tseicing dos a lot fun de grossa karls en sot fum a duwock und sigar show uf em gung hen, und ich hop de frau k'saut, well tardultsi ich will amole sana was des sie sull, see hut g'tsunked os ich so feeli gelt farspend fer nuch Philadelphia tzu ga, ovver ich kon dere sowga os hut mere gawis farstouned der wage os de leit den show g'amoched hen.

Well Jeck do kunst dere net ibelda we shay os des now wore, und de marigwartic feela leit os dot worra, und we grand os yadeini eri soches ous gelached hen; es wort leit dot fum Nie Yorrick und der Har wase net fum who os see tzet by kumma smera goods tzu wisa und de onners tzu sma. Ich Kun dere sowga jeck ich hop now en storriger glowa in advertisa os ich si lava defore kotta hop, und ich hop ite stand uf gemoched dos [illegible] an de sana won ich net awe [illegible] my [illegible] advertisa will so os de [illegible] Nie Yorrick und gunse [illegible] in de west sana kenna wo see [illegible] sigar koffa kenna.

[illegible] vergleichanis fun de speakers [illegible] es vor ett an dem show [illegible] pete yore strict selvert un de [illegible] k'sh[illegible] den und hen en guda [illegible] goods und den era goods [illegible] Tobacco World," de [illegible] esh sheft, und now sin [illegible] sh und ich hop wirg. Yor Jeck mere sin gon- [illegible] now do ima lond, mere [illegible] goods [illegible] shoffa mere so fort [illegible] yore [illegible] und mere ma [illegible] yust so guda sigar os de stodt leit [illegible] travel ish de jobbers kumma in de darrich unser goods tzu kauffa, und ich blive see now nimmy, while es so feela handcher is noch denna grossa bletz tru gi wo see de grossa watsheiser hen; why ich hop miner sale en watshouse k'sana es drie-und-tswonsich steck hoch wore, yust denk amole Jeck so en grosse [illegible]bi; es ish gore ken wonner dos de agents und de kafer noch de grosse bletz gana fer goods tzu koffa, und mere hucka de rum mit de hend in de hussa seck b[illegible]haff und de elbowga und de onnera ka[illegible] mocha es gelt.

Ich hop en karl und der show ein dolor geva fur de Tobacco World fer ein yore, so os mere amole e[illegible] ousfind was in de weld ow gate, ere hut mere k'saut dos see mere an cut [illegible]cha data fum minera label und in [illegible] tsieding drucka, so os de kafer sat [illegible]kenna wo ch bin und was my sigar ha[illegible] dute und os ich guda goods moch, ere [illegible] mere no g'vissa we de onnera dena [illegible] was es mere kusta date.

Ich hop de frau k'saut [illegible] loss es amole fer en yore nie do, [illegible] ut now shrecklich gatsunked, ovver [illegible] hop k'saut ich bin der boss fum [illegible] und ich will amole sana was der bode [illegible]te.

Jeck es ride mere orrick [illegible] net mit mere worst un de show—ich [illegible] in de Tobacco World k'sana wo [illegible] duwock kauffa kenna feela welfeler [illegible] ere do rum koffa kenna; und Jeck [illegible] op fun kotta—om show hen see e[illegible] kotta os louder weipsleit worra [illegible] now powerful shay music g'moch [illegible] ee hen aw en sot fum an theater [illegible] dem hall, des wore now gaviss [illegible] h hop miner sale g'loched bis ich [illegible] ed hop my bouch dude mere farbl[illegible]

Jeck nem my wort d'for[illegible] shick en dollor nock 224 Arch [illegible] fer de duwock tseting fer en your [illegible] ditch tzu sitisfi was de onnera [illegible] ocher dena und was in de k'sheft [illegible] e, und do we ich hop, loss die sig[illegible] ertisa, du husht de feela kinner os [illegible] kenna und won amole die sigar uf [illegible] rrick husht kunst do glei reich wa[illegible] rrich net uf de weipsleit, see fers[illegible] ix fun business. SAM SHLE[illegible] IN.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
CUBANA CIGAR FACTORY No 463
MANUFACTURERS OF
High Grade Cigars
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

INCREASED TRADE IN WISCONSIN.

More Cigars Demanded but Cigarettes are Under Ban.

Milwaukee, Wis., Dec. 12.

The local cigar manufacturers, and there are a great many of them, have been buying leaf very heavily the past few weeks because of the largely increased demand for cigars of all grades. The leaf jobbers have been doing a rushing business, and even the salesmen who make this territory say the winter business thus far is better than any other year they remember.

At the big Adams plant, as well as the Leidersdorf factory, where smoking and chewing tobaccos are turned out by the hundreds and thousands of pounds, there has been a great increase in business the past year. The prize plan has been in vogue for some time by both of these large companies, and the officials who conduct this department, declare that the scheme is profitable.

Nothing is heard thus far regarding the proposed establishment of five more stores by the United people, but there seems to be no apparent reason why they should publish their intentions. They came into Milwaukee rather quietly, and it is supposed they will put in other stores whenever they see fit. Whether the amount of business done in the two stores they have here, is considered large enough to justify them in establishing five or any other number of new ones, is a secret for themselves, but their business in the stores on Grand avenue and Wisconsin street, seem to be doing fairly well.

Leading retailers still declare the advent of the trust has not affected them in the least: that their business is better this winter than it ever has been. The increased consumption of tobacco, in all forms, gives a wider range for all stores to do business, and within the past two weeks, two large new retail stores have been opened.

Senator Bird, of Waukesha, Wis., will at the coming session of the State legislature, introduce a measure regulating the sale of cigarettes in the State. The Senator was in town a few days ago, and when asked what the anti-cigarette bill to be introduced by him would embody, said: "I have become thoroughly convinced that the cigarette of tobacco habit in a boy of 15 years of under, is injurious to the user and unfits him for citizenship, and, therefore, it is a matter for the State to consider. The leading provisions of our bill will probably be a license law for the dealers, to be in a large measure prohibitory. One provision of the proposed law will be to make it a misdemeanor for a youth under 15 to be found using tobacco."

Senator Bird is doing a lot of organizing in the state, getting the boys under 16 years of age into branches of the American Anti-Cigarette Society. Last Sunday in Milwaukee, nearly 2,000 lads signed the cards.

Alderman Fred Meyer, of this city, is having prepared for introduction at the next council meeting, an ordinance that will prohibit the sale of cigarettes in the city. He proposes to charge a license fee of $100 for the privilege, with the penalty of $20 attached. The ordinance will also declare against the sale of cigarettes to minors. It is said that the sentiment of the present council is practically unanimous against cigarettes.

ANDERSON.

CHICAGO PAPERS "HELP" FIGHT.

Local Dealers Opposed to Combine are Put in False Light.

Chicago, Dec. 8.

The Chicago daily paper which has practically been conducting the publicity end of the fight which some of the retail dealers are waging against the American Tobacco Co., is printing considerable matter which among right minded persons is likely to do more harm than good. A large number of consumers are getting tired of the indiscriminate spiteful knocking, which is not at all a faithful representation of the way the best class of dealers voice their complaints.

For instance, the following was printed in a recent issue of the paper in question, after a yellow introduction:

Choleric with indignation a trust agent entered the store of one of the independent dealers last week and accused him of being responsible for the articles against the New York combine.

"The criticism of our mode of doing business is not understood," said the agent.

"There's more truth than poetry in the article," replied the dealer.

"You'll not gain anything by the articles against us," spluttered the trust salesman.

Hearing this, a third person joined in the warfare—a customer.

The newcomer had just bought a perfecto carefully stipulating that it should not be from trust brands.

"Since I have found out what you fellows are doing in Chicago," he remarked, "I am willing to go blocks out of my way to patronize the dealers you are trying to drive out of business, and that is what every Chicagoan will do before many days."

Convinced he was bound to get the worst of the battle, the trust agent made for the door, as the dealer shouting after him that he was now selling twenty cigars made by independent concerns to one made by the tobacco combine.

Entirely aside from the question as to whether the American Tobacco Co. is or is not unscrupulous in its methods, this sort of stuff is in very bad taste, for the reason that it is obviously faked.

The representatives of the company mentioned above don't hurl public insinuations in cigar stores, customers who amount to anything don't butt into conversations, and dealers of standing don't shout at salesmen, no matter whom they represent.

The dealers' association is trying to conduct the fight along decent lines and the dealers are not particularly pleased at this sort of help.

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market

10¢
5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Allied Organizations Appeal Against Tariff Cut.

Circular Will be Sent to Manufacturers, Jobbers and Dealers Giving Vigorous Reasons Why Philippine Duty Must Not be Reduced 75 Per Cent.

The opposition to Secretary Taft's proposed cut in the Philippine tariff to a percentage of the Dingley rate has come to a focus in a circular to be issued by Morris S. Wise, Secretary, of the Cigar Manufacturer's Association of America, which will be sent to cigar manufacturers, jobbers and dealers throughout the country, and which, in addition to the Cigar Manufacturer's Association, comes from the National Cigar Leaf Tobacco Association, Clear Havana Manufacturers' Association, Retail Cigar Dealers of America, American Tobacco Growers Association and other tobacco and cigar trade associations. A considerable part of the circular follows:

On behalf of the cigar manufacturing industry, as well as allied industries of tobacco growing, and the labor employed in handling tobaccos and the adjuncts of said trade, we desire to call your earnest and immediate attention to the absolute necessity for immediately doing your part in preventing Congress from reducing the tariff on tobaccos and cigars, cheroots and the like, imported into the United States from the Philippine Islands, to the proposed rate of 25 per cent of the present Dingley tariff rates on said articles.

If the said proposed reduction of taking off 75 per cent of the present Dingley tariff rates on tobacco, raw and manufactured, should prevail, a great part of our tobacco farmers, as well as many of our cigar makers and the workmen employed in said allied industries, will within a brief period be without occupation, because, inasmuch as labor is the greatest element of value in all products, it will be impossible for American labor, even with adjuncts of machinery, to compete with the native and coolie labor, which is employed and can be obtained in enormous and almost limitless numbers in the Philippine Islands.

The following are a few of the many reasons why such proposed reduction should not obtain and prevail on the part of the Congress of the United States.

Because it is unfair, unjust and inequitable to attack the industries of tobacco raising and manufacturing tobacco in the United States, which industries give employment to hundreds of thousands of wage earners at living wages, in order to build up an industry, which does not substantially exist at the present time in the Philippine Islands.

Because the cigar manufacturing industry of the United States, according to the latest official Internal Revenue reports, produce upwards of seven thousand million cigars annually. The last annual production of cigars of all kinds, including cheroots, in the Philippine Islands was only one hundred and fifty millions. These figures speak for themselves.

Because reliable and authentic statistics show that there were employed during the past year only about six thousand two hundred and fifty-two cigar workers in the Philippine Islands, earning total daily wages of only two thousand five hundred and thirty-nine and 87 100 dollars; making an average of about forty cents per day wages, for labor working from early in the morning until late at night. The average wages earned by American cigar rollers, working only eight hours, is one dollar and seventy-seven and one half cents per day, or twenty-two and 2 10 cents per hour.

Because there was exported from the Philippine Islands last year about nineteen million pounds of tobacco at the average price of but four and one-half to four and three-quarter cents per pound; whereas the average price of domestic tobacco in this country is in the neighborhood of twenty cents per pound.

Because if said reduction should obtain and prevail, the following result would attack the cigar industry of this country. The average cost of cigars in Manilla of fancy shapes and sizes runs from ten dollars to twenty-six dollars per thousand. Under the proposed reduction, a medium size cigar, weighing twelve pounds per thousand, of the cheaper quality, could be laid down at the port of San Francisco, with United States duty and Internal Revenue taxes paid, at a cost of about only seventeen and 62-100 dollars per thousand; the high grades would be landed at from four to six dollars above this price.

The American made five and ten cent cigars would be in time absolutely driven out of the market, being unable to withstand such pauper labor competition.

Because experience demonstrates that with the entering wedge inserted in favor of the Philippine Islands, as against the American industries, there will be a constant betterment and improvement in the class of goods produced in the Philippine Islands, and that in course of time our great domestic clear Havana cigar industry will be equally threatened.

Because the incentive of obtaining control of the American market will stimulate the growth of finer grades of leaf tobacco, and the production of better grades of cigars in said islands; and that while it is commendable and laudable to aid the Philippine Islanders, and the inmates thereof, to work out their political and economic salvation, yet, such a desirable consummation should not be granted the Philippine Islanders, at the expense of our own citizens, and our own native industries. The Philippine Islanders certainly are not entitled to higher claims of consideration than was accorded to citizens of Cuba; and there is already a five per cent lesser rate of duty in favor of the Philippine Islands, than was granted to the citizens of Cuba, under the Cuban Reciprocity Treaty.

PATENTS RELATING to TOBACCO, Etc.

776,646 Self-igniting cigar; Arthur Detwiler, Wadsworth, Ohio.

776,648 Match-making machine; Joseph C. Donnelly, Philadelphia, Pa.

776,649 Non refillable cigar package; Gustave Dumont and J. Sentegnan, Los Angeles, Cal.

776,790 Tobacco pouch; Erick G. Lundquist, Los Angeles, Cal.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

Successor to J. Neff

MANUFACTURER OF

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

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Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

CHARLES A. OBERLY,
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MANUFACTURER OF
FINE
Union-Made Cigars
Leading Five-Cent Brands:
"Social Puff" "Star"
Correspondence with the Wholesale and Jobbing Trade Invited.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Since my last letter the farmers have had no opportunity to take down another part of their hanging tobacco. In fact there have been two damp spells, although the first only extended over a small area. In some places where the tobacco sheds were built near to the hills on the south and east, where the hills kept the cold winds from striking into and around the sheds, the tobacco was in very fair order. This was November 26, but where the sheds on the same farm were outside of the hill shelter, the tobacco did not get damp enough. The stem retained their brittleness. The last time much of the hanging tobacco might have been taken down in the night after it had done dripping, for in the morning of November 30 quite a few took down until the wind was blowing quite brisk at about 10 o'clock a. m. In the afternoon the tobacco was quite wet from the constant drippings of the stalks, but I have not heard of a single man taking down any in the night. Much that was taken down lies in the hake, where it was placed when taken down; for the weather since has been too cold to strip in an open shed. Where the farmers have stripping rooms they have carried the tobacco into them, and have succeeded in doing a part of the day's work, but it is slow work to load and unload on and off the wagons.

Our correspondents write:

Bradstreet.—"A good part of the tobacco was taken from the poles the past week and stripped, but still quite a number of acres are left hanging, awaiting a further damp."

North Hatfield, Mass.: "Francis G. Bradwell has sold 14 cases of old tobacco; I have not heard the price. Miss Mary Mosher sold 4 cases of old tobacco at private terms. It is reported that Mr. Mendleshon, of the firm of Meyer & Mendleshon, has been riding a day or two the past week with E. P. Jones, and that they purchased a few lots of tobacco in Whateley and Sunderland, but I have not heard it confirmed, so will put it out as a rumor only."—Amer. Cultivator.

EDGERTON, WIS.

We report the same old story this week used in describing the local tobacco markets. Winter has closed in without affording any of the conditions necessary for curing tobacco and practically the entire crop remains dry in the casing sheds, thus holding up the buying and handling movement. Warm rains must surely come before the wheels of business will be started, and Christmas prospect is held in abeyance. Now and then a stray lot of the new crop is sold on an unsight and unseen basis, but generally speaking there is nothing doing in this line. On the other hand trading in cured leaf goes on in most sections, but there is evidence of a falling off in the aggregate purchases of these goods as the growing districts become more depleted. There is plenty of small deals among packers going on, mostly on an export basis offering only a meager profit, but binder goods have moderate demand. E. C. Tallard has purchased a couple of hundred cases of local packers during the week.

Shipments, 600 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 25 hhds, offerings on the breaks 111 hhds, sales 124 hhds.

The breaks showed about the same range of grades and qualities that have been offered for the past month.

There was a good demand, and the market was steady and firm. The planters organizations throughout the West to control the prices for the new crop, is such a disturbing element in the laying the movement of the crop that cannot be ignored, and although some of the plans for selling the crop must be considered impracticable, it is conceded that buyers have prepared themselves to offer higher prices than they would do, but for this wide spread excitement in the planting districts, the condition which led to this must be regretted as an improvement to the regular course of trade

Our long drought has been broken by gentle steady rain, which may result in a handling season for the tobacco hanging in the barns.

QUOTATIONS:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leat	5.75	to	6.75
Medium Leaf	7.00	to	8.00

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American Lithographic Co.
NEW YORK.
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VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
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121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
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Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
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Dealers in
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Cable Address, "Boales," U. S. A. New Arnold's No 5 Tobacco Cipher.
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Special Designs
Engraving Embossing
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MAKER OF
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Are All the Rage.
We have them in large variety. Send for Samples.
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LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.

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Manufacturer of

Fine Cigars Exclusively

JOSEPH REED—10c.

Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.

Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Five Cent Cigar

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WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want

at

W. D. SAHM'S

Union Cigar Factory

Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.

Wholesale Dealers in
All Grades of

Leaf Tobacco

A Specialty of

Light Connecticut
Wrappers and Seconds

Choice Assortment of

Seed Leaf Fillers & Binders

WISCONSIN & OHIO

Florida and Imported
Sumatra and Havana

Red Lion, Pa.

M. H. Clark & Bro

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Cable Address "CLARK."

Clarksville, Tenn

Business Changes, Fires, Etc.

California

Gilroy—Mrs P O Mathias, cigars and tobacco, meeting of the creditors held.

Los Angeles—S T Orcutt, cigars, succeeded by C Fernandez & Co.

San Francisco—Geo W Tweedale, cigars, sheriff s sale.

Santa Anna—B F Knechel, cigars, chattel mortgage, $257.

District of Columbia

Washington—E J Ervin, cigars, chattel deed of trust.

Georgia

Atlanta—O H Ball, cigars, chattel mortgage, foreclosed.

Augusta—Miller & Elmore, wholesale and retail cigars, dissolved, succeeded by J Miller & Co.

Rome—A Abramson, cigars, closed under chattel mortgage.

Illinois

Bloomington—Cooper Bros., cigars, sold out.

Chicago—J Ellman, cigars, sold out.

Sterling—E J Cook, cigar manufacturer, sold out.

Iowa

Osage—B A Simpson, cigar manufacturer, succeeded by Osage Cigar Co.

Sheffield—H C Reynolds, cigars, sold out.

Maine

Gardiner—W T Kenniston, cigars, damaged by fire.

Rockland—C B Jones, tobacco, chattel mortgage, $250.

Michigan

Grand Rapids—G A Rysdale, cigars and tobacco, succeeded by Frank Sonke.

Minnesota

St. Paul—Adam Fetch, wholesale cigars, judgment, $111.

New York

New York City—J Sacks, cigars, damaged by fire.

Syracuse—Caroline Strauss, cigar manufacturer, discontinued.

Yonkers—Lehner & Garrity, cigars, discontinued.

Ohio

Dayton—L W Nees, cigar manufacturer, succeeded by L W Nees & Co.

Toledo—M D Gindra, cigars, sold out.

Pennsylvania

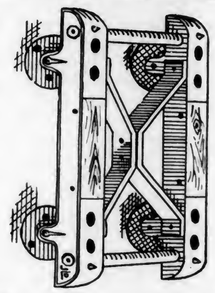
Philadelphia—Bege Bros, cigars and tobacco, dissolved, Joseph F Bege, retiring.——Bremer Bros & Boehm, wholesale leaf tobacco, dissolved. Succeeded by Bremer Bros.

Washington

Aberdeen—S Cohen, cigar manufacturer, petition in bankruptcy.

Wisconsin

Stoughton—Edward Drotning, leaf tobacco, real estate mortgage, $2,612.



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Made of MALLEABLE IRON, and fitted with STEEL ROLLER BEARINGS.

It won't leave its position on the floor when a case falls on it.

If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to

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Scraps & Siftings

FOR SALE.

IONA TOBACCO CO.

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LANCASTER, PA.

E. S. SECHRIST,

Dallastown, Pa.

Manufacturer of

Fine and Common Cigars

Established 1890.

Capacity, Twenty Thousand per Day.

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High Grade, all Hand Made Cigars

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Made in 3 sizes

at $35.00 Per M.

W. J. Florence, 10c Cigars

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5c. Cigar

This Cigar Sells On Its Merit

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Connoisseur's Selectos

A Choice 10c. Cigar

MADE BY

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Established 1864 — Capacity 50,000 Daily

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MANUFACTURER OF

High Grade Stogies

Factory running exclusively on Mail Orders.
We can supply cheap Pittsburg Stogies at all times.

BRANDS OF OUR OWN MAKE:

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— **All Fancy Packages**

DUTCH CURLS
SPANISH LEAF (in Round Drums)
THE EDUCATORS (Cigar Shaped)
PALM FAN SWEEPERS
THE WALDORF (10 lbs. Drop Front
CLEAR HAVANAS (10 lbs. Drop Front

PITTSBURG TUCK
UNCLE SAM'S BOYS
PITTSBURG SWEETS
FOUR SPORTS
PITTSBURG PRODUCTS
BRIGHT PROSPECTS
THE WIZARD OF THE NORTH
— **Packed 250 to the Box**

OUTPUT 10,000,000 to 12,000,000 per Annum

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A MARK OF MERIT.

We have been awarded a SILVER MEDAL by the LOUISIANA PURCHASE EXPOSITION for our Superior Quality of CIGARS. A marked honor for

Union Label Goods

Our Cigars Duplicate

A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

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High Grade Union Made Cigars

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It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages = = = =

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., * **BOX 67, YORK, PA.**

We Import

SUMATRA
from AMSTERDAM

HAVANA
from CUBA

And Deal in Choice Packings Only of

SEED LEAF

Are You Getting Genuine Goods?

Be Wise!

Amsterdam Sumatra Co.

No. 154 North Third Street,

PHILADELPHIA.

THE LEADER

Senator Quay

Awarded a Prize Medal at the Louisiana Purchase Exposition, as a

Five Cent Cigar

of Superior Quality
Also Other Prominent Brands

B. F. NEWSWANGER

Sole Manufacturer

LANCASTER, PA.

Territory Given Good Distributors

A. B. BENAR

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Manufacturer of

Fine

UNION-MADE

Cigars

Correspondence with Jobbing and Wholesale Trade Invited

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PLAIN SCRAP

CHEWING SMOKING

Pure Natural Leaf Union Made

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FOR YOU

We make a specialty of packing the best Cigar Clippings for the Jobbing Trade. Have all the latest cleaning and cutting machinery and everything is hand cleaned afterwards. If you have trade on Natural Leaf Cigar Clippings for Smoking and Chewing, let us quote you prices. Our claim is in 15 years of active business never to have lost a customer from faulty tobacco. Our prices are not cheap, but can pack you cheap goods if you want them. They are governed by price of best Cigar Cuttings.

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OLD RELIABLE BUTTS, 1⅓ oz.
OLD RELIABLE CLIPPINGS, 2½ oz. (Mild)
WORKINGMEN'S FRIEND. 2½ oz. (Plain)

Genuine Cigar Tucks and many other Private Brands.

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High Grade Cigars

"5c. Leaders"

Wamponoag Jennie Crow

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High and Medium Grades

ALL GOODS SOLD ON THEIR MERITS

ESTABLISHED IN 1895.

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—OF—

FINE CIGARS

Make a note of our
"Wealth Producer"

An Exceptional Cigar for the money, and a ready seller.

SPECIAL LINES FOR THE JOBBING TRADE.

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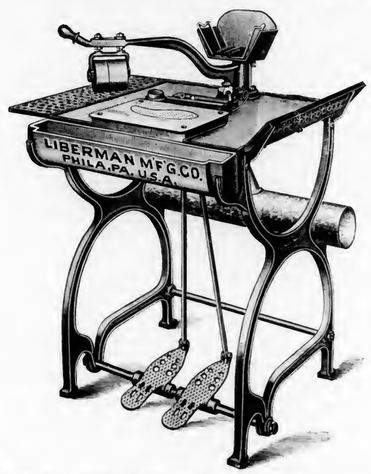
Adopted by the Leading Manufacturers.



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THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
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Sole Owners and Manufacturers,
RACINE, WIS. U S A.

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The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
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Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
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MANUFACTURERS OF

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Sweet, Aromatic and Lasting. Imparts to Tobacco a Real Havana Aroma. Successfully used for past five years by largest manufacturers in the United States.

Costs only 7 cents per thousand cigars. It will increase sale of cigars 100 per cent. Why not get in line with the successful manufacturer and use our Havana Aroma.

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For 50 cents we will send one-half pint, enough to flavor about seven thousand cigars. Try it and be convinced.

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You'll need them quick!
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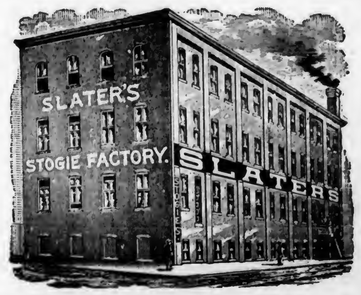

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIV., No. 51.

PHILADELPHIA, DECEMBER 21, 1904.

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WE WILL SEND YOU

the Very Best Goods, yet the Price we ask you is not above what the Cheap Man will ask you for Common Goods.

LIGHT Sumatra, First Size, Deli | My. A B T | L 1
Very Fine Colors, no spots, excellent burn, quality is great, 150 leaves to a pound.
Usually sold for . $4.00
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MEDIUM to LIGHT Second, J L B | Deli | V B | 2
No spots, quality is good, burn fine, 170 leaves to a pound.
Usually sold for . $3.00
Our Price, . . 2.80
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Few spots, good colors, excellent burn, quality is good, 130 leaves to a pound.
Usually sold for . $3.30
Our Price, . . 3.10
Your Xmas Money, .20

HAVANA WRAPPERS, Light—Very Cheap
LITTLE DUTCH, Fine Quality.

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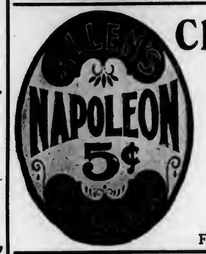

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White Knight

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"The Philadelphia"

A Matchless 5 cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
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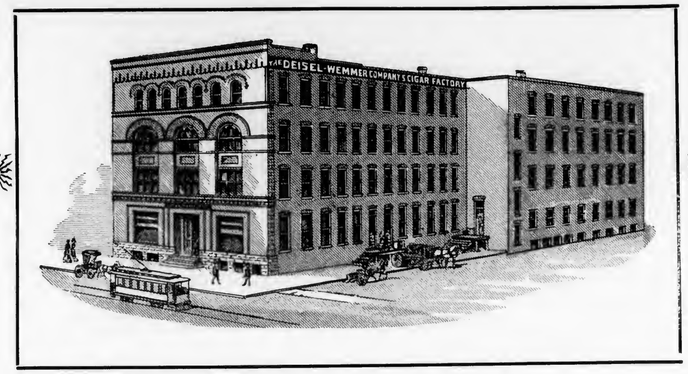
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



The Deisel-Wemmer Co.

LIMA, O.

Makers of

High Grade Cigars

"For Gentlemen of Good Taste"

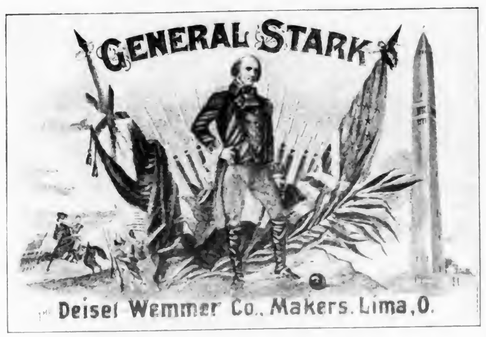
Sold by the Leading
Cigar Dealers and
Druggists throughout
the United States

Attractive Packages

San Felice, 5c.

AND

General Stark



Four Sizes, and Retails at 10c.

Send for Catalogue and Prices

ROIG'S

CELEBRATED CIGARS

FOR SALE BY ALL
FIRST CLASS DEALERS

Antonio Roig & Langsdorf,

MANUFACTURERS

317, 319 & 321 NORTH SEVENTH STREET

PHILADELPHIA, PA.

JERRY MURPHY
5 Cent Cigar

THIS CIGAR SELLS ON ITS MERITS

IF YOU WANT A REPEATER
TRY JERRY MURPHY

N. & N. CIGAR CO.
READING, PA.

The N. N. N. and Major N.—Leading 10c. Brands.
Correspondence with Jobbing Trade Invited.

5c. Cigar

Roesch Bros.
--- MAKERS ---
POTTSTOWN, PA.

CORRESPONDENCE with Wholesale and Jobbing Trade Invited.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

Are You Going to Havana?

WE ARE HEADQUARTERS FOR

Choice Escojidas of

Remedios, Santa Clara

and Manicaragua,

Vuelta Abajo and Partido

Factory Vegas

of Various Sized Lots.

Make Your Headquarters at Our Office

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES.

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

Consulado 142 and 144, Havana, Cuba.

Cable Address: "REFORM."

Philadelphia Office, 306 North Third St.

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

D. S. ERB & CO.

Makers

Boyertown, Pa.

ESTABLISHED 1864.

CLASSIFICATION
OF
CULLMAN BROTHERS'
1903 Re-Sweated
ZIMMER SPANISH

In Lots of One Hundred Cases, as follows:

3	cases	19	inch	8	cases	19	inch
4	"	18	"	8	"	18	"
8	"	17	"	12	"	17	"
11	"	16	"	13	"	16	"
15	"	15	"	16	"	15	"
14	"	14	"	12	"	14	"
16	"	13	"	12	"	13	"
12	"	12	"	9	"	12	"
10	"	11	"	6	"	11	"
5	"	10	"	2	"	10	"
2	"	9	"	2	"	9	"
100				100			

These Tobaccos have been **Selected from the Choicest Crops Grown**, and Assorted, Packed and Re-Sweated with the best expert care.

ESTABLISHED 1842.

J. VETTERLEIN & CO.

IMPORTERS OF

Havana AND Sumatra

And Packers of... ## Seed Leaf Tobacco

WAREHOUSES:

Lancaster, Pa. Havana, Cuba. Edgerton, Wis. Cambridge, Wis.

115 Arch Street, - - Philadelphia, Pa.

OUR TWO BIG SELLERS

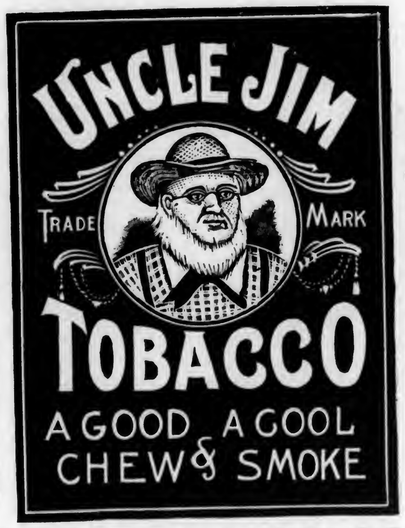
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

Joseph S. Vetterlein Established 1877

A MERRY CHRISTMAS and
A HAPPY NEW YEAR to you!

BOTH WILL BE YOURS IF YOU

The SABOROSO is the cigar that holds its old friends and is constantly making new ones.

That is why it PAYS to handle it instead of the short-lived "scheme" and "free deal" cigars on the market to-day.

Its superior qualities have been known to the trade and the SMOKER for upwards of twenty-five years, and it sells and keeps on selling with little or no effort on the part of the dealer.

That is why you should handle it.

WRITE FOR PRICES AND TERMS

VETTERLEIN BROS.

MANUFACTURERS

144 and 146 North Fifth Street

PHILADELPHIA

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

ONLY TRADING STAMPS MEANT.

American Tobacco Co. Says Coupons are Exempt from Excise Law.

The American Tobacco Co. as a result of a consultation with its counsel, has taken the attitude that the new excise law in Massachusetts, relating to coupons and tobacco stamps, does not concern the cigar and tobacco dealers, but was intended solely to deal with trading stamps.

The company has received a number of anxious queries from its customers in Massachusetts in regard to this, and returned the following advice to a Boston firm. The letter is signed by Percival I. Hill, Vice-President:

"We have received letters from customers asking what position we take in relation to the Massachusetts law recently passed, aiming at the trading stamp business, in connection with tags, coupons and bands on or in our tobaccos and cigars.

"We have taken the matter up with our counsel, and he advises that the law in question has no application whatsoever to merchants who only sell an article upon or in which article the manufacturer may have placed something that is redeemable. He believes that the law is intended to be effective against merchants who in connection with a sale made by them, themselves issue or deliver trading stamps or similar devices. To make it effective against merchants who do not voluntarily issue or deliver trading stamps or similar devices, but only sell tobacco and cigars, the tags, coupons or bands on or in which are redeemable by the manufacturer or some one acting for the manufacturer or some one else other than the merchant, would lead to results that the Legislature could never have intended; a tag or coupon may be redeemable today and not redeemable tomorrow; coupons may be in a sealed package today and not in such package tomorrow; and no merchant could with any degree of safety make return. Again, one manufacturer might make the plug tobacco, for instance, of his competitor so unpopular, and force jobbers and retailers to throw out such tobacco by making an offer to redeem tags at, say, 5 cents per hundred. From our talk with our counsel, we feel sure that the law was not intended to apply to any merchant except one who voluntarily gives out along with the sale of an article, some trading stamp or other like device. We, therefore, propose to do nothing about it, and have, of course, advised our customers not to pay the tax. We have no information as to what the State authorities think about the matter, and would likely not be able to get an expression from them in advance that would be authoritative, but if any of our customers should be sued for the tax, or for failure to make return, we would deem it a favor to be promptly notified, and will do all we can to defend the position we feel we are justified in taking, to-wit, that there is no liability.

Cubans Start Factory at Chattanooga.

M. Mendez and C. Alonsa, prominent cigar manufacturers of Havana, Cuba, and owners of a tobacco plantation at Vueltas, Cuba, have moved their headquarters to Chattanooga and are established at 827 Market street. They brought to the city from Havana with them seven cigarmakers.

CROP SITUATION IN THE SOUTH.

Hon. Jos. E. Washington Comprehensively Addresses Growers.

Springfield, Tenn., Dec. 16.

Several meetings have been held in various towns in the tobacco sections of Tennessee during the last two weeks for the purpose of hearing reports on the burley and dark tobacco situation in the South, which in the main were favorable.

A good resume of the situation is contained in the address to the farmers made by Hon. Jos. E. Washington, at a meeting in this city. Mr. Washington made comparisons of the foreign markets, especially Italy, France and Spain, and pointed out the bountiful revenue they received. He showed from statistics that Spain realized nearly $1 per pound on trash that we were almost giving away in this country, while France averaged more than $2 per pound for tobacco that our farmers toiled in sweat for more than sixteen months only to end by getting 6 cents for it.

Mr. Washington carefully outlined the farmers' position and appealed to him to stand with the others, that the cause of one was the cause of all. He said that statistics show a shortage of 40 per cent, and there will be need of every pound of the crop.

"The tobacco growers are not getting justice, and the only way is to stand shoulder to shoulder and hold until we get a living price. Italy, Spain and France must have their revenue; they can't get on without it."

The speaker said that the American, Imperial and Regie Tobacco Companies never change their prices to the consumer, no matter what prices they give the farmer. Their revenue is fixed, they control it. It is easy for a trust to fight the people because the trust is in the hands of five or six men who are backed by millions, and who work together and can quickly communicate orders all over the country to their many agents to buy while the farmers are scattered all over the land, and it is hard to keep them in close touch with each other. He closed his talk by urging every farmer to stand up staunchly like a true American citizen and there would be no doubt of winning the fight that is being so ably and successfully waged.

TOBACCO AND CORN FAIR.

It Will Be the Sixth Annual One at Mayfield, Ky.

The sixth annual Tobacco and Corn Fair will be held at Mayfield, Ky., on February 22, 1905. The premiums offered on tobacco are as follows:

Cigarette—First premium, $50; second, $25; third, $10; fourth, $5.

Bright Leaf—First premium, $40; second, $15; third, $10; fourth, $5.

Lugs—First premium, $20; second, $10; third, $5; fourth, $2.50.

Red Leaf—First premium, $25; second, $15; third, $10; fourth, $2.50.

MUCH LEAF FOR LOUISVILLE.

Thousands of Hogsheads on Their Way to This Market.

During the next few weeks thousands of hogsheads of leaf tobacco will find their way to the Louisville tobacco market, which is the most extensive market of the kind in the world, and business on the tobacco breaks will be lively.

The 1904 crop is late in reaching the market this season. On account of the weather that has prevailed all fall, the tobacco leaves were so dry that they could not be packed into hogsheads for shipping, but the rains of the past few days have moistened the atmosphere and the tobacco has absorbed moisture so that it can now be stripped from the stem and packed.

There is no material change in the prices that have been received during the past few weeks, and it is believed that the expected influx will have no perceptible effect upon prices. The Louisville Leaf Tobacco Exchange, through which nearly all the Kentucky and Tennessee tobacco is marketed, limits the sales on the tobacco breaks to 1,200 hogsheads a day. It is expected that the sales within the next week or ten days will reach from 1,444 to 1,200 hogsheads daily.

GOVERNMENT CROPS POPULAR.

Ohio Growers Ask That Experiments be Repeated Another Year.

Germantown, O., Dec. 15.

At the recent meeting of the Twin Valley Growers' Association, a petition was signed by all the members asking the United States Government to continue the work one year longer of raising tobacco on the farm near here, and by so doing give the experiment one more trial, so as to decide beyond question whether it is a success or not.

The petition has been forwarded to the Secretary of Agriculture at Washington. The Government in its recent report said that owing to the heavy nature of the leaf (Cuban type of filler), it is impossible to judge of its aroma at present. The tobacco that was raised in the preceeding year is only just ready for manufacturers. The aroma was pronounced good, but the leaf too heavy.

BUHRMAN.

PRICES GOOD IN TENNESSEE.

Market More Active Than for Years Past.

The tobacco markets of Smith County, Tenn., opened last week with great encouragement to the growers, and prices paid were the best the market has seen for a long time, while indications point to the fact that prices will be even better later on. Some think it will go to 8 cents per hundred. The Carthage Tobacco Works, of Carthage, Tenn., have already bought more than 80,000 pounds. This county produces about 2,500,000 pounds per year, and this season's yield is the best for years.

DROUGHT BROKEN IN OHIO.

Hasn't Been Enough Moisture for Months to Make a "Season."

Washington, D. C., Dec. 15.

The Crop Reporter, published by authority of the Secretary of Agriculture, prints an article to the effect that reports from the Ohio Valley indicate that the severe drought throughout that section for more than three months past is now broken.

Not the least important among the interests more or less seriously affected by the drought are those of the tobacco growers. There has been practically no rain since the tobacco was harvested, consequently there has been insufficient moisture in the atmosphere to produce a "season," and it has been impossible to strip and prepare the crop for market. Usually at this time this work is nearing completion, and the delay has caused serious inconvenience and possible loss to the farmers. While the crop cured up satisfactorily in the main, damage to the leaf has been reported in some localities from the prolonged and excessive drying. The area involved covers practically all of the burley counties of Kentucky and Ohio, the cigar tobacco district of the Miami Valley, and to a greater or less extent the dark tobacco districts of Western Kentucky and Tennessee. The importance of this statement is emphasized by the fact that in 1899 this area produced 49 per cent of the total tobacco output of the United States.

Reports from the Cincinnati and Louisville markets give further evidence of the effects above noted.

NEW IMPORT STAMP IS OUT.

All Collectors of Customs Must Now Use Them.

All cigars coming through the customs house for a week or more have been decorated with the new stamp, to gain which the independents made such a sturdy showing.

The stamp is put on the bottom of the box at the end opposite the revenue stamp, and is only 4⅜ inches long and 1½ inches wide, printed in black ink on white paper. The stamps are of five denominations, and when they were sent to the Collectors of Customs at all the ports, an order accompanied them providing for substituting them for the old custom stamps, which were red, conspicious and large.

Receiver for Juan Muriel Cigar Co., of New York.

Emile Dreyfus has been appointed receiver of the Juan Muriel Cigar Co., of New York, manufacturer of cigars and cigarettes. The appointment is made on application of Maurice Kaim, president and treasurer, and Albert Heller, secretary, in proceedings for the dissolution of the corporation. The company was incorporated on June 26, 1903, with a capital stock of $40,000, which was reduced to $16,000 in January, 1904. The liabilities are $20,500 and assets $11,612.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T **DOHAN & TAITT,** Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1885

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Old Salesman's Musings.

HE TAKES IN THE TOBACCO SHOW.

Following a misguided impulse I took in the Tobacco Show one night last week, I am by no means as spry as I used to be, and it was the personally conducted autopsy held over my shattered and battered physique which forced me to consider the impulse which led me into Horticultural Hall a misguided one.

The Show was entirely too successful for an old man. I presented my ticket to the handsome gentleman in uniform who is said to be part of the furniture of Horticultural Hall, glided gracefully up the marble staircase, bowed good humoredly to Mr. Robertson, the Match-it man, who was waiting there to welcome me and the other notables, passed on up to the edge of the exhibit hall proper, and was on the instant sucked into the vortex.

As near as I could check off by periodical glimpses of the top of the "Home of the Red Devil," (which title seemed to me particularly appropriate), I floated around the hall sixteen times before I was tossed into the lobby again in front of The Tobacco World's table, at which point a business-like young man promptly handed me a sample copy.

Occasionally, during these sixteen laps my frantic efforts to escape secured for me enough air displacement to enable me to wiggle my fingers; also I was forced to breathe largely through my ears. The bitterest blow of it all, however, lay in the fact that I was forty-three times offered free chances on gold watches and other articles of convenience and value, to say nothing of seventy-three bags of smoking tobacco, only three of which I was able to retain, by taking them in my teeth.

In the lobby, The Tobacco World's man sorted out my ribs for me, pinned up my coat over them and gave me a gentle push down the stairs. I tottered out and mailed my season ticket to a man I know, who weighs 350 pounds and doesn't look it.

Yes, I am certainly willing to submit my affidavit that the Show was a success in point of bringing the consumers out; and if I had only been thirty or forty years old instead of eighty, I would have had a bully time. They tell me the hall was jammed and packed the same way every night and nearly every afternoon, and that on some of the evenings they had to refuse admittance to all those clamoring to get in between half past eight and half past nine or so.

Some of the exhibitors began to run low on souvenirs before the week was over, and those in charge of some of the booths who were evidently not used to a healthy Philadelphia crowd, began to wear a half frightened look.

I discovered some years ago that it requires very little diplomacy to give anything to the average Philadelphian, and the crowds that attend these exhibits are always very good about taking things that are offered. Rather than hurt the feelings of the exhibitors, they will put up with the annoyance of carrying around a whole armful of samples and souvenirs, or at least of being bothered with a woman companion to carry them.

The crowd showed its kindness in this direction most noticeably in the case of the Queen City Co.'s exhibit of "Red Devil" and it was really delightful to see the universal eagerness to please and accommodate, when the man in charge asked all present to write their names and addresses and accept free chances on a splendid gold watch. In fact when it became definitely clear to those listening that the Company was asking this purely as a favor, and would accept no money, the combined willingness immediately exhibited to render this slight favor nearly carried away the booth, and caused the attendant to give a yelp of mistaken fear; while the costumed "Devil" in front of the booth on seeing the seven hundred or more kindly faces rushing toward him, pen hands stretched out ahead, tried to make a Faust-like disappearance through the floor that tailed to connect.

In the matter of the stuff which was given away, it became apparent early in the week, that considerable discrimination would have to be exercised in its distribution, as a certain proportion of those present, were on hand simply to stock up on smoking for a month to come. Girls and women also took whatever they could get, and while, of course, the assumption was possible that the tobacco would reach male hands later, there are very natural reasons why the best results can be obtained only when the samples are given directly to the consumers.

So far as I could determine, there was a very satisfactory percentage of consumers who were worth while, that is of the sort which the exhibiting manufacturers were trying to reach, and it must be borne in mind that no public exhibit, of any commodity whatever, could be held without the presence of a considerable element from which no return could reasonably be expected.

Another thing proven by this experiment, in addition to the fact that it is practicable, is that it will be necessary to hold the next show in a larger hall, whether or not it is more extensive in point of the exhibitors. There was entirely too much congestion in Horticultural Hall, and while, on the original and pioneer occasion, this may perhaps be regarded as a good fault, it would be wise to avoid a repetition of such conditions.

I was told during the week that a number of manufacturers who had refused to entertain any proposition from Mr. Boch and the Association, and who had predicted failure, visited the Exposition and reluctantly admitted their regret that they were not represented. This speaks very well for the future and it is to be hoped that the exhibit will become a judiciously periodical one.

If it does I'll be on hand, for I've dug up a suit of armor out of our attic.

THE OLD SALESMAN.

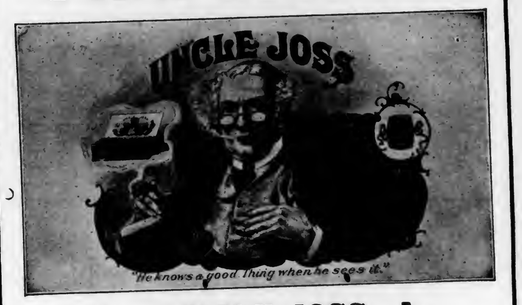
La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS



10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

NURSE YOUR CHRISTMAS TRADE.

WE are in the midst of the season when the tobacco retailer, as well as the merchant in nearly every other line naturally expects and usually has a large increase in business due to Christmas gift making and the holiday spirit of generosity.

Every storekeeper is bound to reap some of the harvest, but the question is how can he take full advantage of his opportunity. Increased stock of goods suitable for gifts, attractive displays, unusual inducements and many other things help solve this question, but the dealer who will reap success beyond his competitors is the one who will combine all these and perhaps figure out some original plan to entice the buyers.

Methods must of course vary, just as the grade of goods must be thinkingly laid in according to the locality in which the store is located. No sensible dealer for instance would think of stocking up with imported cigars or high grade goods in a locality of which the residents were laboring men.

Thoughtful selection of goods to suit the patrons you expect is therefore the first consideration. Of course there are instances where this reasoning does not hold good. Stores located in the centre of the city, depending on transient trade from every size of pocketbook should carry almost every grade of goods.

Proper presentation of the stock is the next important consideration. Don't think that because it is Christmas time it is necessary to mess your displays, the good, the bad, the cheap, the dear, the gaudy and the refined, until the general effect is that of a junk shop or an auction room. This only tends to bewilder the customer and does more harm than good. This is especially true of window displays and many dealers err in this respect.

Use careful thought in the display. Consider first what you would think if it was someone's else store and you were just a buyer. As has been stated, signs, setting forth your "specials" for holiday gifts are good, provided they are neatly executed. Holly and Christmas greens add immensely to the effect.

Your windows should be dressed with the purpose of attracting the holiday trade but don't heap them up until no one can separate with his eye from the heap just what he wants.

An idea carried out by a Chicago dealer who made a specialty of his box trade, was to separate his goods according to price. For instance he has signs painted one of which read, "Gifts at 75 cents;" another, "Gifts at $1," and so on up to a sign which read, "Gifts at $5." Under these signs, he grouped his assortments of goods at the prices stated, consisting of cigars, pipes, jars of smoking tobacco, boxes of plug and other articles for the tobacco user's comfort.

Anything to please your customer. Don't act on the thought that much of this holiday business is done with transients and that you will perhaps never see them again. Treat them so that you are sure to see them again. Sell goods that will give your particular customer the most satisfaction regardless of the price. Perhaps something that costs a little less than the customer is willing to expend, will in your estimation suit better. Sell the article that will give satisfaction.

Even women have been educated up to a fine point of discrimination due largely to the efforts of the professional humorists and joke writers who formerly waxed fat over jokes regarding Christmas cigars and the domestic rows they caused.

Many women are now wise to tobacco quality and those who are not, take the advice of the dealer in the matter. Don't for the sake of a little more profit betray the confidence of such a customer. Remember that the trick is bound to be exposed and you may lose a good future customer by such small cunning.

With each article purchased for a gift, a card might be enclosed setting forth that the goods could be exchanged to suit the one who is to use them. Every man has some favorite smoke which he perhaps prefers to even higher priced goods. Let him exchange for the goods which suit him best and thus by convincing him of your liberal methods perhaps win a new customer.

• • •

THIS SALESMAN A FRAUD.

RETAIL DEALERS must look out for a traveling man who dealers in Middle Western cities think is an impostor.

The man in question is described as a smooth faced, well-appearing man who claimed to be selling the Havana Bouquet cigar, to introduce which he offered 150 for $5 with a mackintosh on the side as a premium. The agent takes the order, delivers 150 cigars of some sort, and brings with him a mackintosh which proves to be too small for the dealer. The salesman says he will go get a larger coat, takes his money and never comes back.

• • •

A MARKET STREET DEALER in Philadelphia attracts trade during the holidays by a sign in front of the door post, which, being about two feet wide and about as high as a man's head, is read quickly and easily. The main announcement reads:

YOU CAN'T GIVE A MAN
A NICER PRESENT
THAN A BOX OF CIGARS.

A smaller card tells the reader to "Come in and talk it over."

VENTILATE THE STORE BETTER.

IT IS surprising how few of the rank and file of dealers pay any attention to the laws of sanitation and ventilation, if one is to judge by the condition of the average store.

This is particularly true in winter, when in contrast to the chilly outside temperature, the cigar store usually has the humid atmosphere of a tropical hotel in August. It strikes one that there can be no logical reason why this should be so, except that it is a custom handed down from the time when the cigar store served for the neighborhood club and men gathered from the chilly outside corners to swap lies and smoke away the evenings.

The heat is bad enough but it is nothing compared to the heavy, staggering odor of days old tobacco smoke in the store whose proprietor never thinks of ventilation.

Fresh tobacco smoke is one of the most delightful odors, especially to users, but there can be nothing more repulsive than stale smoke. Any dealer, no matter how set in his ways, will admit that there is is much room for improvement in the line pointed out. The ventilation can easily be effected without chilling the store even when there is no special apparatus available. A little experimenting will teach each dealer the way that just suits his store, and if the place is a little cooler than usual, so much the better. It is a fact, too, that in a store which is not kept too warm the windows will not frost so readily in zero weather, shutting out a view of the display and causing endless work for the dealer.

• • •

ANOTHER LITTLE JOG ON MATCHES.

HAVE you ever stopped to consider how many men often find their pockets full of cigars or cigarettes and yet are without matches?

Have you ever noticed how many of them walk along asking pedestrians for a light or a match, sometimes for a block, although they may have passed several cigar stores on the way?

This seeming folly is not folly at all, in a sense, but rather the dislike of a man to go into a store with cigars purchased elsewhere for the purpose only of securing a light.

It is fair to believe that such men have come to that frame of mind because of the reception they meet, under such circumstances, from many dealers. Every man in search of a light realizes that he is in a sense obligated to the dealer from whom he only secures a light, and so a queer look only makes the smoker feel hurt. He will, of course, never go back for a light, which is what the dealer perhaps wants—but neither will he ever go there when he wants to purchase goods.

A light costs the dealer nothing, and it may, according to the way he provides it, bring him a customer.

One Chestnut street dealer, who understands human nature and so waxes prosperous, said the other day that he would as soon think of insulting a regular customer as to grudgingly give a light to the casual passerby. While he was talking a man came in and asked for a light. "Certainly," said the dealer, "help yourself," pointing to the lighter.

The man took the light and started for the door. Then he turned and asked the dealer if he carried a certain brand of cigars. He was told "yes," and remarked that he guessed that he'd better have a quarter's worth.

A mighty attractive sign to hang in any cigar store doorway, particularly these cold days, might read something like the following:

GET A LIGHT HERE.
No Matter Where
YOU BOUGHT THE CIGAR.

• • •

BUY MANY, BUT GIVE THEM AWAY.

A VETERAN Chicago cigar dealer thinks that most men have erroneous ideas as to their capacity for smoking. He illustrates his opinion by relating the following incident:

"I have a customer who thinks he smokes twenty cigars a day. As a matter of fact, he gives away many of them and throws away some that are only partly consumed. However, he is firm in the belief that he smokes more actual tobacco than any man in town, and a boast on the subject in my store recently led to a curious bet. He declared, to begin with, that he could smoke three ordinary cigars in half an hour.

"A bystander remarked that no man alive could smoke even one cigar continuously until it was consumed without taking it from his lips. 'Bosh!' said the man, 'I do that right along and think nothing of it.' 'I'll bet you a box of perfectos you can't do it right now,' said the other, and in half a minute the wager was made. By its terms the cigar was to be consumed in steady, consecutive puffs, and not removed from the lips until burned to a mark one and a half inches from the tip. A clear Havana colorado madaro was selected for the test, and the smoker took a seat and began. He puffed like an engine for about two minutes and accumulated something under half an inch of ash, and then he began to wabble. He shifted the cigar from side to side, pulled slow and fast, and seemed to have difficulty getting his breath between the draws.

"At any rate, he kept turning his head to avoid the smoke, and finally got to laughing. I could see he was in torture, but he stuck to it until he got within half an inch of the mark. Then he jumped up suddenly, threw the cigar away and walked out of the shop. I paid the bet and charged it to his account, and he told me last evening that the very idea of tobacco made him sick.

THE BEST THING IN THE STORE IS A NATIONAL

It Saves Money.
It Saves Time.

IT STOPS THE LITTLE LEAKS THAT DRAIN YOUR PROFITS.

It enforces accuracy.
It prevents carelessness.
It removes temptation.

IT PAYS FOR ITSELF.

Let us show you how a National will increase your profits.

NATIONAL CASH REGISTER CO.
DAYTON, OHIO

TRADE DULL IN BOSTON.

It Ought to be Good and the Depression is Unexplainable.

Boston, Mass., Dec. 19.

Business is dull here and all the retailers are complaining. As it is generally good this time of the year, people don't know what the cause is.

In town during the past week were the following: M. Bondy, of Kaufman Bros. & Bondy, pipe manufacturers, New York; Sam Marcuson, representing American Tobacco Co., who is here placing the Hassan Turkish 5 cent cigarette; Mr. Hirschell, of Hirschell & Bendhiem, manufacturers of corn cob pipes, St. Louis, Mo.; A. Fisher, representing A. Bohn & Co., leaf dealers, New York; M. Falk, of Falk Tobacco Co., Richmond; Herbert Michew, representing Hilson Co.

J. Moran, of American Tobacco Co., has been assigned here to work on Butler's brand of plugs. He formerly worked the western part of the State.

Vic. Sheppard, with the Khedivial Co., New York, is making good on the Turkish Delights, their 10 cent goods. Vic. is certainly a hustler.

The El Cafe brand, manufactured by L. Miller & Sons, New York, is certainly a winner and is to be found in almost every first class cigar store here.

David Frank & Co. have an elegant window display this week of the Barrister cigar made by Celestino & Co., York, Pa., of which they are the New England distributor.

The Commonwealth Cigar Co. have postponed opening their new store on Court street until January 2.

Baker Bros., the popular Hanover street jobbers, have launched on the market a new 5c cigar, londres shaped, called Its Easy—The Best. The cigar duplicates in nearly every store it is placed.

A. E. Eames, of the Keene Cigar Co., Keene, New Hampshire, spent a few days in Boston last week.

Of all the special holiday packages put up by the leading cigar manufacturers here, the "J. A," manufactured by Alles & Fisher, seems to excel all in neatness, originality, etc.

W. Rosenfeld, the New England representive of Geo. Flatauer, a New York cigar manufacturer, is certainly making things hum here with their Union League 5c cigar, which brand enjoys a sale in this locality of more than 100,000 a month.

The American Tobacco Co. is making attractive window displays of Moguls.

Leroy Cubanos, made by L. Miller & Sons, New York, are to be found in nearly every first class cigar stand here.

A. Minsky has purchased the cigar stand at 26 Cambridge street.

Fred Bieringer, of Exchange street, has taken out a manufacturer's license and is now making cigars in the rear of his store.

Alfonrich Bros., 152 Franklin street, have recently put in a line of L. Miller & Sons, New York, brands of cigars, El Cafe, San Remo and Little Princess.

Larus Bros. & Co.'s Edgeworth has gotten to be a ready seller in this market.

BEN ALI.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co.
DAYTON, O.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF
Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street,
Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

Market Quieter But Business Good in Havana.

Buyers Consider Advance in Prices Justified and Believe Quotations Will Be Still Better for the Remainder of the Crop.

[Special Correspondence of The Tobacco World.]

HAVANA, December 12, 1904.

The tremendous activity noted in the previous week has not continued during the past eight days, but still the business done was of a big nature, showing that the demand has kept up, and the buyers consider the advance not alone justified, but believe still in better quotations for the remainder of the crop.

While at this period of the season there is the usual uncertainty with respect to the growth of the plants in the field, it is, however, well to bear in mind that the current of news is evidently interpreted as less favorable, because otherwise the sellers would be disposed to let go of their holdings at more reasonable figures, while the buyers would be less anxious to replenish their wants upon a large scale.

Excepting a few (new) Partidos wrappers, fully six months have to pass yet before the packing season opens again, and a year before the heavy filler part would be cured enough under favorable circumstances to be workable by the manufacturers, therefore all speculations are based upon guesswork pure and simple, excepting that all knowing parties admit that Remedios leaf cannot be counted upon for a big crop, as less grounds are cultivated for tobacco, owing to the more promising yield in planting sugar cane in the Santa Clara province.

There are enough stocks in the market of Vuelta Abajo, fillers principally, but they are more of the lighter varieties for clear Havana cigar manufacturers, while the heavy bodied qualities are not abundant, in fact the 1904 crop seems to have produced very little of such goods which are fit for mixing purposes by the factories in the United States. Partido leaf, which is acceptable, is still inquired for, and the holdings are being reduced more and more.

Remedios tobacco remains in active demand, and the reports circulated by buyers that the 1904 crop had been condemned by the judges in the North is not believed here. Perhaps some vegas were shipped North which were unsuitable for the United States market, and ought not to have been shipped, but to judge the whole crop by a few unsatisfactory parcels is manifestly wrong. There is a variety of qualities in the 1904 growth, the same as every year, but there is as fine a class of heavy-bodied styles, which cannot be excelled by any previous year's crop. The only trouble is that there is not enough of it, and prices are very high owing to its scarcity.

Sales

foot up to a total of 10,733 bales, consisting of 5,968 of Vuelta Abajo, 1,165 of Partido, and 3,600 bales of Remedios. The American buyers have supplied themselves with 6,498 bales, for Europe 1,075 were traded in, and the local cigar and cigarette factories took 3,160 bales for their wants.

Buyers Come and Go.

Arrivals—Otto Sartorius, of Sartorius & Co., and Louis Cantor, of Leonard Friedman & Co., New York; Leopold Loeb, of Leopold Loeb & Co., President of the Loeb Nunez Havana Co., Philadelphia and Havana, and Arturo Loeb, of Leopold Loeb & Co., Philadelphia; Charles Landau, of Charles Landau, and M. Hoebrecher, of Hoebrecher & Co., Montreal, Canada.

Departures—Antonio Rico and Wm. J. Hazlewood, for Tampa; P. J. Carcaba, St. Augustine, Fla.; J. Knecht, Cincinnati; Henry Voneiff, Baltimore; Aleck Blumenstiel, San Juan, Porto Rico; John Hart, and Wm. Holman, St. Paul, Minn.; Ernest Ellinger, New York.

Havana Cigar Manufacturers

are in the majority fairly busy still, excepting the smaller ones, who temporarily seem to be less favored with orders, as usual at this season of the year. Great Britain is ordering good quantities for future delivery. The United States is also asking for the regular goods which are selling throughout the year, and even Germany, after a temporary calm, has begun to call for shipments again by cable, therefore the cigars of the 1904 crop must have given satisfaction. Other countries, like Australia, Canada and South America, have not stopped sending orders to the different factories.

N. Upmann & Co. exported 650,000 cigars last week.

Cifuentes, Fernandez & Co.—Don Ramon Cifuentes, the senior partner of the Partagas factory, arrived here eight days ago from Spain, and brought good orders along.

Rabel, Costa, Vales & Co. are as busy as always in their Ramon Allones and Cruz Roja factory. The cigarette, La Eminencia, made by J. Vales & Co., defies competition.

Behrens & Co. can not complain, as there is no falling off in the Sol factory; on the contrary, everybody is active at his post.

J. F. Rocha & Co. have no lack of orders from everywhere, and they could

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

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REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHARLSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street, HABANA, CUBA.
Cable: "Jedesa."
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: *Habana*

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: Cifer. **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: Zalezgon. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"Calda." *HABANA, CUBA.*

do more still if they were not unable to find enough good cigarmakers for their El Crepusculo factory.

Enrique Dorado & Co. report only cheerful news for El Rico Havana, which is gaining in popularity.

Buying, Selling and Other Notes of Interest.

N. Upmann & Co. had an exceedingly busy week examining 2,200 bales of leaf tobacco purchased by them for the United States and Germany.

Sobrinos de Antero Gonzalez have been active as usual in selling tobacco, and while Don Antero would not state the exact number of bales traded in, no mistake is possible by putting their sales down at 1,500 bales of Vuelta Abajo and Remedios.

A. Blumenstiel, President of the National Cuba Co., gave a dinner last Friday in the Hotel Pasaje to the Independent Cigar Manufacturers of Havana, which proved a success, as the menu was choice, the wines of the best, and good humor reigned throughout, interspersed by witty speeches advocating the hand-to-hand working of the local manufacturers with the distributors in the United States.

J. F. Rocha sold 1,400 bales of Vuelta Abajo during the past two weeks. The Trust was a buyer again to the extent of several thousand bales, partly for its factories in Havana and partly for its American factories.

Rabell, Costa & Co. disposed of 960 bales of Vuelta Abajo.

Jorge & P. Castaneda purchased close to 1,000 bales of Vuelta Abajo in the country, and sold 225 bales at once in the market.

Miguel Perez closed out 1,000 bales of Remedios.

Wm. J. Hazlewood only remained a few days in order to purchase for his friend, George V. Watson, of New York, about 900 bales of leaf tobacco.

G. Salomon y Hnos. made several transactions amounting to 750 bales of Vuelta Abajo and Partido.

Leslie Pantin was an active buyer in the market in conjunction with his various customers.

M. Garcia Pulido sold 351 bales of Vuelta Abajo.

Mark A. Pollack must have secured 500 bales for his customers during the past week.

Loeb Nunez Havana Co. turned over 322 bales of Vuelta Abajo and Remedios to their customers.

Suarez Hno. have had a very good week again, but did not wish to state the quantity traded in, as they are still prepared to serve intending buyers with a large stock of their choice Vuelta Abajo packings.

Grau, Planas & Co. disposed of 300 bales of Remedios.

E. Wedeles has been picking up some very fine vegas of Vuelta Abajo, and is hard at work in trading upon others.

Bruno Diaz & Co. closed out 300 bales of Partido and Vuelta Abajo, the former all fine wrappers, to local factories.

John Hart is reported to have purchased close to 1,000 bales of Vuelta Abajo.

Gonzalez, Benitez & Co. sold 300 bales of Vuelta Abajo and Remedios.

Nathan Reiss has secured some very fine vegas and is still trading upon some large lots.

Aixala & Co. turned over 150 bales of Vuelta Abajo.

Sobrinos de V. Diaz disposed of 150 bales of Remedios and Vuelta Abajo.

A. M. Calzada & Co. closed one transaction of 100 bales of Vuelta Abajo.

Receipts From the Country

	Week Ending Dec. 10. Bales	Since Jan. 1. Bales
Vuelta Abajo	3,404	237,297
Semi Vuelta	709	21,624
Partido	251	57,378
Matanzas	—	204
S. Clara & Remedios	1,837	80,355
Santiago de Cuba	—	657
Total	6,201	397,515

LANCASTER NOTES.

Things will be Quiet Until the New Year is Well Started.

Lancaster, Pa., Dec. 19,

The leaf market during the past week was expectedly quiet, but not really dull, several small packings of 1903 goods having changed hands, which ran the volume of business up to fairly good proportions.

Buying of the new crop has not entirely ceased, but is going on slowly, and no further revival is expected until after the holidays.

The cigar industry continues fairly prosperous, although there is a possibility of a slightly lower output for 1904 than was shown in 1903.

Quite a few members of the cigar or tobacco trade have been drawn for jury duty, during the January term of court. Upon looking over the list of those drawn, I observe the names of H. H. Miller, leaf dealer, of Lancaster, and M, C. Greybill, of West Earl, cigar manufacturer, for the grand jury which will convene on Monday, January 16, 1905. Among the petit jurors drawn were Chas. J. Garman, cigar manufacturer, Ephrata; J. C. Obetz, cigar manufacturer, Manheim; and H. H. Reimer, cigar box manufacturer at Adamstown.

J. W. Brenneman, a well known local leaf packer and dealer, has purchased the large warehouse at 630 and 632 Prince street, and is expecting to occupy it for his own use.

E. M. Cohen, now at North Prince and North James streets, is preparing to remove to his old time warehouse on East Chestnut street near Duke street.

Several members of the local trade were visitors to the Tobacco Show, held in Philadelphia last week. Among them was M. G. Evans representing B. F. Newswanger, maker of the Senator Quay 5c cigars.

M. C. Zeigler, cigar manufacturer of this city, has gone into bankruptcy, with liabilities of $3,534.94 and assets of $42. A trustee will have to be appointed to take care of the assets and to see to it that all creditors get their pro rata share of the distribution. I have not yet had time to figure out what percentage of the indebtedness the $42 will amount to.

L. E. Ryder, of this city, has purchased the hotel property at Disston, and proposes to erect a large cigar factory there.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—Crepusculo
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz **B. DIAZ & CO.** R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—Zaidco HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: Graplanas. **Calzada de la Reina 22, Habana, Cuba**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." ***Habana, Cuba.***

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: Andamira. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—Reform.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY
of
BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, DEC. 21, 1904

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

AN APOLOGY AND EXPLANATION.

The Tobacco World is obliged to apologize to its subscribers for promising something which it was unable to perform. A statement was made two issues since that the account of the Tobacco Show would be illustrated by photographs of scenes in Horticultural Hall.

Accordingly a photographer was engaged and instructions given him to secure a sufficient number of good photographs to present a comprehensive idea of the show. The photographer went to the hall with his camera, but was told by the fire marshall that no flash light powder would be permitted inside the hall. The natural light was not thought to be sufficient at that time, and the photographer was obliged to return empty-handed.

Later, some photographs were obtained by a tedious time exposure, and while the results were by no means perfect, a number of the pictures are reproduced in this issue.

LETTERS LIKE THESE CHEER US UP.

Nashville, Tenn., Dec. 14, 1904.

Dear Sirs: At this writing The Tobacco World of last week has not showed up. Sorry—for it is always so newsy—like getting a letter from a special friend.

It is a trade journal that all in the business ought to have; nothing like keeping posted, and being up to date on everything. Yours very truly,

W. J. BUTLER, 211 Broad St.

Clear Spring, Md., Dec. 3, 1904.

Gentlemen: The Tobacco World is a very valuable paper for any person interested in the tobacco business, and I notice you have made great improvements in it since I first received it. I will renew my subscription. Wishing you prosperity, I remain,

Yours respectfully,
J. F. SPONSELLER.

CIGARETTES AND MINORS.

While it is deplorable that so many cigarettes are consumed by so many small boys, there is nevertheless a considerable element of comedy in some phases of the present considerably mooted situation. Reports are continually coming from cities of the Middle West and New England of the crusades which are being waged against this evil, and it is announced by our Wisconsin correspondent that his State is about to pass a rigid law dealing with the matter.

It was in this State that a woman was recently haled into court charged with conducting an extensive trade in cigarettes with mere kids, against whom rather unique evidence was given. It seems that after the juvenile customers had laid their money on the counter without remark, the woman would accidentally knock a box of cigarettes off the counter to the floor, and, conscientiously turning her back, would gaze earnestly at the wall until she heard the store door bang.

The prosecution seemed to have the woman dead to rights, and it was in attempting to obtain as conclusive evidence that the Anti Cigarette League, of Chicago, ran up against it. This league procured a 12-year-old boy and started him out to buy. The boy cheerfully bought as long as he was supplied with money, and was doubtless ready to keep on indefinitely. But the league considered that it had secured enough evidence and brought the cases into court, whereupon one of the defendants immediately charged the league with having employed the boy sleuth in violation of the child labor law, and likewise in defiance of the compulsory educational law, the latter of which renders the boy's parents liable.

When questioned, the boy said that he got $3.50 a week from the league, and that he hadn't been to school since June, which complications so puzzled the justice that he took a week off to think it over.

Philadelphia Tobacco Trade.

News is Conspicuous by its Absence.

This is a season of great cheer to everyone but the man who is making an honest effort to shake down a few items of news of the trade in Philadelphia, and his lot is a hard one. There will be mighty little doing in tobacco circles until the first or second week in January, except with the retailers.

The manufacturers have filled all their holiday orders, there is a slow-up on regular orders for a couple of weeks or so, and they are laying off and preparing to take inventories.

The leaf people don't expect to do much until well along in January, although a very fair inquiry is reported for Havana and 1903 Pennsylvania. Salesmen and buyers are staying at home until after the first of the month.

Leaf dealers, manufacturers, retailers, salesmen and all branches of the trade unite in the prediction that the coming year will be a very good one for the tobacco business, and the present dullness isn't causing any worry at all.

With Manufacturers and Jobbers.

The mother of Harvey D. Narrigan died last Saturday at her late residence, 637 South Forty-ninth street, after an illness of some time, and the sympathy of the trade is extended to Mr. Narrigan in his bereavement. Funeral services took place from the address named at one o'clock yesterday.

Z. J. Norris, the popular representative of I. Lewis & Co., of Newark, has secured new quarters at 111 Market street, and will be comfortably installed in them by the last of the week.

I. Lewis & Co. have sold out their interest in the Telonettes, La Leto, and other well known brands of little cigars to the Thomas Allen Tobacco Co., of First avenue and Thirty-first street, New York, and Mr. Norris will also represent the new firm. The former company will continue to manufacture the Duke of Kent, Gaiety Girl, Maitre Laboro, Henry Abbey and their other popular brands of cigars.

A public sale will be held tomorrow morning at 10 o'clock of the store fixtures of Fleck & Co., at 220 Market street. This company retires from business this week, as Mr. Fleck considers that he is entitled to a rest.

Here and There With the Retailers

Business With the Retailers.

Things have a Christmasy look among the retail stores this week, and while business could not be called heavy, there was a fair volume. Some of the holiday displays are very tasteful and seasonable and reflect decided credit upon the enterprise of the dealers who had them arranged.

A great deal of interest centered in the Tobacco Show, of course, and every dealer who could spare the time from his business paid it a visit. Christmas customers as a rule require more time than usual, however, and many dealers felt that they could ill afford a minute away from the store.

There were practically no salesmen out among the stores this week but a great many were in town looking after the interests of their firms at the Tobacco Show. All the dealers have received their holiday packages by this time and wont be buying anything more until after the first of the year.

New Brand of Smoking Tobacco.

I. Lowengrund has a very attractive window at the Third and Market streets store which bears the inscription "Holiday Hints," and contains a handsome assortment of pipes, cigars, cigarettes and smoking tobacco. Mr. Lowengrund put a new brand of smoking tobacco on the market this week using the same name as the popular cigar Red and Blue. The tobacco is put up in 1⅗ oz. tins labelled Penn Square, retailing for 10 cents; 3⅓ oz. tins labelled Pennsylvania Club at 25 cents, and 8 oz. tins labelled University Club, at 50 cents.

The Moore cigar stores are having quite a run on After Dinner, 25 in a box at $1.25. The cigars are very good value for the money.

William A. Haug, North Ninth street retailer, has made a handsome Xmas display of his Patrons brand.

Fred Hoch & Co., who have recently enlarged their store at 1517-19 Columbia avenue, are having a special run on Cloverita this week.

Schock & Shafer, Market street grocers, have an attractive Christmas window display arranged from their cigar department.

The W. K. Roedel Co. has a very tempting window display at the Eleventh street store, appropriate to the season.

George T. O'Keefe, Fourth street dealer, has made considerable alteration to the interior of his store which is greatly improved thereby as the well selected line of stock can be disposed to better advantage.

FLORODORA TAG CO. ROBBED.

Tobacco coupons are getting so valuable that burglars are turning their attention to them. Thieves broke into the Florodora Tag Co.'s office in the basement of the Hudson County National Bank building, at Washington and York streets, Jersey City, on Saturday morning, and stole several bundles of tobacco coupons, which had been redeemed for prizes and which the company says represent a value of $100,000. The police think the robbers were local smokers who have the coupon saving habit and are in a hurry to furnish a house.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of
1902 FINE FORCE-SWEATED CONNECTICUT Our Own Packing
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in Leaf Tobacco
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make Scrap Filler Ready for Use.

Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati

F. & E. Cranz,

M. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

S.A. SCHOENER. CABLE ADDRESS "TACHUELA"

J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE
NEW YORK.
Almacenes de San José, HAVANA, CUBA

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
9. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Dec. 19, 1904.

The delegation from the Retail Cigar and Tobacco Dealers' Association, of New York, to the Tobacco Show in your city was not as large as had been expected and hoped for, but it was enthusiastic and representative. It must be remembered that this is a tremendously bad time for a man to be away from his store, and it was at considerable sacrifice that those who did go left their business.

Robert E. Lane headed the delegation and was very agreeably impressed by the show. The enormous crowd that, he said, all the evening passed into the beautiful building in which the exhibit was held, surprised him and was a gratifying indication of the success of the affair. All the New York visitors expressed themselves as well repaid for their trip and it is by no means improbable that something of the kind will be set on foot here at the first good opportunity.

Thursday evening was not Mr. Lane's nor Mr. St. John's first sight of the show, as those gentlemen and Mr. Donigan, president of the Association, were in Philadelphia on Monday and Tuesday, and succeeded in selling $1,250 worth of the Association's stock.

• • •

This organization is getting on swimmingly and a happy future is assured. Close union, combined with the right kind of leadership, has brought about the best results. The new premium list of the Association has just been issued and comprises an assortment of nearly two hundred articles to be given away for coupons. A certificate is given with every five cent purchase and the premiums run from a value of ten of these to 1,100. The offices and salesrooms of the Association are at 705-7 Third avenue.

• • •

Three changes have taken place during the past week or so in tobacco circles. George H. M. Wyatt, who has been manager of the New York office of the E. H. Gato Cigar Co., has effected a connection with E. A. Kline & Co., and will commence with them January 1. Val. O. Keogh, with the Ehrlich Manufacturing Co., will also go with the Kline people on that date, and Max Silverthau, who was long at the head of the firm of M. Silverthau & Co., has become associated with E. Kleiner & Co., and will go west at the first of the year.

• • •

Simon Batt & Co., will soon be compelled to move into larger and better fitted quarters, and the firm is now occupied in selecting a satisfactory location. Mr. Batt hopes that he will be able to secure and occupy a suitable building by the first of February.

• • •

J. B. Cobb, of the American Tobacco Co., is abroad, where he will remain for about a month.

Mr. Perez, of Marcelino Perez & Co., whose friends have been considerably worried over his illness, is much better now and will be perfectly well in a few days.

• • •

Henry Esberg, of the Esberg-Gunst Co., is in Key West working on the end of the year inventory taken at the factory.

• • •

L. Miller & Sons, of this city, have issued a new size of the Le Roy Little Cigars which have won such popularity. The new size is called Cubana and the cigars though similar in quality and style, are much larger, put up twelve in a box to retail for twenty-five cents. The goods are packed in attractive tin cans and to introduce them the firm is offering with every thousand of the Le Roy Breva or the Le Roy Bouquet, four boxes of the new Cubanas.

• • •

Another store will be added to the Schulte chain on January 3, but it will take the place of the store at 11 Wall street which is to be discontinued. The new stand will be at the corner of Liberty street and Broadway and will be conducted by Henry Endberg, David A. Goldberg and the Anthony Schulte estate in the same able manner in which the other stores have been run. The new establishment has been taken on a ten years' lease, and the interior decorations will be very handsome.

• • •

The Harlem branch of the Metropolitan Tobacco Co., which was burned out some days ago, is doing business in temporary quarters so that no customers are being tied up. The burned building will be put in shape as quickly as possible.

BUCK.

OPEN ANOTHER IN PITTSBURG.

United Cigar Stores Co. Lease Big Building for New Shop.

Pittsburg, Pa., Dec. 16.

The United Cigar Stores Co. has leased from the Real Estate Trust Co., of Pittsburg, Pa., the first floor offices at Fifth avenue and Wood street, which have been occupied by the Baltimore & Ohio Railroad Co. The building is owned by the Goehring estate and Dr. A. S. Hunter, and the cigar company gets the first floor for a term of five years at $15,000 a year. Louis Biel, of New York, general manager of the company, was in the city, and with Manager P. M. Hamburger, of Pittsburg, closed the lease. The room faces 20 feet on Wood street and 60 feet on Fifth avenue.

The interior of the room will be completely changed, and the remodeling and decorations planned will cost $6,000. This will make more than a dozen stores that the United Cigar Stores Co. has in this city. The same company has 87 stores in New York and 386 stores in the United States.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Dec. 20, 1904.

Havana.—Gillespie Bros., 20 barrels cigarettes; Havana Tobacco Co., 258 cases cigars and cigarettes; Jas. E. Ward & Co., 442 cases cigars, cigarettes and cut tobacco, 39 trunks cigarettes; Havana Tobacco Co., 1 case cigarettes; Cadenas & Co., 2 trunks cigarettes.

Liverpool—American Tobacco Co., 60 cases cigarette paper.

Rotterdam—A. E. Outerbridge & Co., 3 cases cigars; A. Cohn & Co., 2 packages tobacco mats.

SUMATRA TOBACCO.

Str. Rotterdam, arrived Dec. 14:
(330 bales; 79 cases.)

A. Cohn & Co.	211 bales
United Cigar Manufacturers	87 "
H. Duys & Co.	17 "
Hinsdale Smith & Co.	10 "
L. Friedman & Co.	5 "
A. Murphy & Co.	76 cases
Order	3 "

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 13:
(2,649 bales; 61 bbls.)

Jas. E. Ward & Co.	740 bales
Sartorius & Co.	739 "
Calixto Lopez & Co.	342 "
F. Miranda & Co.	275 "
J. Bernheim & Son	112 "
Order	100 "
M. D. T. Co.	87 "
Levi, Blumensteil & Co.	80 "
American Cigar Co.	50 "
A. Blumlein & Co.	31 "
A. Glaccum & Sons	24 "
Herz Bros.	22 "
Selgas, Suarez & Co.	15 "
Hinsdale Smith & Co.	11 "
Leopold Powell & Co.	10 "
Leonard Friedman & Co.	6 "
A. Murphy & Co.	5 "
Mendelsohn, Bornemann & Co.	22 bbls.
E. Regensburg & Sons	18 "
M. D. T. Co.	10 "
Suarez, Rubiera & Co.	6 "
American Cigar Co.	5 "

Str. Vigilancia, arrived Dec. 17:
(1,790 bales; 8 bbls.)

Erlich Mfg. Co.	1,077 bales
Jas. E. Ward & Co.	365 "
J. Bernheim & Son	172 "
B. Cartella & Co.	57 "
A. Murphy & Co.	40 "
D. H. Delmonte	29 "
S. Rossin & Son	26 "
Antonio Vina	15 "
Jose Sosa & Co.	5 "
L. J. Morilla & Co.	4 "
Mendelsohn, Bornemann & Co.	8 bbls.

HAVANA CIGARS

Str. Mexico, arrived Dec. 13:
(114 cases; 7 bbls.)

Park & Tilford	52 cases
G. S. Nicholas	23 "
Wm. H. Stiner & Son	9 "
F. Garcia & Bros.	7 "
Calixto Lopez & Co.	5 "
National Cuba Co.	5 "
G. W. Sheldon & Co.	4 "
Duncan & Moorehead	4 "
M. D. T. Co.	2 "
J. W. Alexander	1 case
J. W. Master & Co.	1 "
G. Amsinck & Co.	1 "
Jas E. Ward & Co.	7 bbls.

Str. Vigilancia, arrived Dec. 17:
(109 cases.)

Havana Tobacco Co.	68 cases
Jas. E. Ward & Co.	15 "
G. S. Nicholas	7 "
Park & Tilford	6 "
C. Lopez & Co.	6 "
Morten & Co.	5 "
E. Caule	1 case
Victor Lopez	1 "

PORTO RICAN TOBACCO.

Str. Zulia, arrived Dec. 14:
(4 cases)

J. M. Menendez	1 case
M. Menendez	1 "
T. C. Pollock	1 "
G. W. Sheldon & Co.	1 "

Trade-Mark Register.

COLBRO. 14,638
For cigars. Registered Dec. 7, 1904, at 4 p m, by the Colbro Cigar Co., Philadelphia, Pa.

SERAFINO RAZZORE E. FIGLIO. 14,639
For trade name. Registered Dec. 12, 1904, at 2 p m, by Serafino Razzore e Figlio, Philadelphia, Pa.

FIELD CREAM. 14,640
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 12, 1904, at 2 p m, by Frank Stoffer, Cincinnati, O.

BANKER'S CHOICE. 14,641
For cigars. Registered Dec. 13, 1904, at 9 a m, by Wallick & Gohn, York, Pa.

TEDDY'S BIG STICK. 14,642
For cigars, cigarettes and cheroots. Registered Dec. 14, 1904, at 9 a m, by Stern & Thomson, Baltimore, Md.

TEDDY'S SHARP STICK. 14,643
For cigars, cigarettes and cheroots. Registered Dec. 14, 1904, at 9 a m, by Stern & Thomson, Baltimore, Md.

LEGAL. 14,644
For cigars. Registered Dec. 15, 1904, at 9 a m, by Lengel & Ernst, Reading, Pa.

IT'S EASY. 14,645
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 15, 1904, at 9 a m, by S. A. Frank, Boston, Mass.

FIVE MILE BEACH. 14,646
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 19, 1904, at 1 p m, by J. H. Bauman, Philadelphia, Pa.

BOARDWALK. 14,647
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 19, 1904, at 1 p m, by J. H. Bauman, Philadelphia, Pa.

CHICLETS. 14,648
For tobacco. Registered Dec. 19, 1904, at 2 p m, by Herbst & Sturz, Philadelphia, Pa.

SEARCHES.

Wildwood, Sea Breeze, Seasport, Buster Brown, Merchant's Delight, Runner, Geo. B. McClellan, Everybody's.

THE AROMA THOUSANDS PRAISE.
Havana Box Aroma
$12 per Gallon.
ITS EQUAL UNKNOWN TO SCIENCE
Cincinnati Fruit Refining Company, Cincinnati, O.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana. and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Autia Port, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 106 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

TOBACCO SHOW SATISFIES ALL HOPES.

Exeibit of Goods of Independent Manufacturers Closes On Saturday Night with Thousands of People in Horticultural Hall. Splendid Impression Made on Local Consumers and Visiting Members of the Trade.

The great Tobacco Show came to an end on Saturday night with Horticultural Hall packed with as many people as could get in, and with a multitude of disappointed ones who, putting off their visit too late, must now wait until the next exposition.

The executive committee of the Retail Cigar and Tobacco Dealers' Association of Philadelphia breathed deep sighs of relief when Saturday evening had come to an end, and while in a happy frame of mind, declared that if they had known at the first, all the work, worry and trouble which the affair would entail they would have hesitated a long while before commencing operations.

The manufacturers who exhibited, all seem to be perfectly satisfied with the results obtained, and it goes without saying that the promoters of the next show of this nature will have a much easier time securing their list of participants,

It was so plainly evident from the start off that this show would be purely experimental, with results not at all certain, that many manufacturers refused to risk any money. Another objection was that the time of year proposed was bad, and this fact alone kept a number of would-be exhibitors from taking space. A few others were compelled to drop out at the last moment for reasons which they were unable to avoid, and the showing that actually was made was remarkable considering these deteriorating circumstances.

Horticultural Hall was well filled day and night all the week, and on three different occasions in the evening the front doors had to be closed until the congestion was relieved. The crowd was always changing so that the aggregate number of persons who saw the exhibit was tremendous.

It must be remembered that a very tiny percentage of this attendance was composed of non-users of tobacco, and aside from those exhibitors who had something fairly valuable to give away outright, a gratifying average of intelligent interest was manifested in the exhibits, as exhibits pure and simple.

One of the most important days of the week was Thursday, when a delegation from the New York Cigar and Tobacco Dealers' Association came over to take notes. There was a little disappointment manifested that this local did not send a larger representation, but the nineteen or twenty who did come, were all representative, and went home prepared to render a full report of what they saw to the other members who were unable to leave their stores for a day and evening.

Robert E. Lane, president of the Cigar Dealers Association of America, headed this delegation, which was composed of the following gentlemen: W. W. St. John, secretary of the Association; Sydney J. Freeman, A. D. Schloz, Fred B. Aschner, John Bassler; D. Oshinsky and Mrs. Oshinsky; C. Blaney, M. Babayan, L. W. Boyer, Neil McCoull, B. M. Kurtz, Emil Heidenreich, Carl Werner, C. Fred Crosby; B. Lopetegui, Havana; I. W. Jacobson and Miss L. F. Clark, who ably manages the coupon department for the New York local.

The New Yorkers arrived about five o'clock and were met at the Broad Street station by the reception committee, headed by F. B. Robertson. They went immediately to Horticultural Hall and looked at the exhibits. The progress of the party around the hall was slow owing to the many handshakes, and the fact that J. W. Geyer, who had charge of the New York Association's display of "Association Seal Cigarros" had so much to tell about how well things had been going.

The party spent the evening in Horticultural Hall and took occasion to compliment warmly the officials of the Philadelphia local on the enterprise of their achievement. They returned shortly after ten o'clock.

The news of the convention published in The Tobacco World last week, contained a mention of some of the exhibits, and the statement, which is here repeated, that every exhibit was very attractive and helped out the general happy effect.

Commencing at the left hand entrance, the first outer booth was that of the Day and Night Tobacco Co., of Cincinnati, which was personally arranged by Walter J. Friedlander, head of the firm, and was in charge all the week, of D. Kin Stealey, the eastern representative. This display consisted of an attractive showing of the tobacco manufactured by the firm, which was brightened by a number of the advertising pictures which this Company gets out and which decidedly hit the male eye.

The next booth was a display of the cigarettes manufactured by Butler-Butler, Inc., of New York, of whom the local agents are Arthur Hagen & Co. This was in charge of A. M. Griffiths and James F. Coyle, and the brands most shown were the Pall-Mall, Egyptienne Straights, St. Leger and Sovereign.

The exhibit of the Nall and Williams Co., of Louisville, who have the same local agents, came next, in charge of Philip Fitzpatrick and W. C. McHenry. Here a number of that company's well known brands were alluringly arranged and drew much favorable notice.

A booth particularly attractive to a lover of good cigars, was the Eden exhibit, of Calixto Lopez & Co., of Havana, in which were a number of high grade brands that looked very tempting.

The next booth, which ended the exhibit on that side, was that of Pent Bros., which was in charge of August Geifel and A. R. Ross, and which presented the well known cigar brands, Tahoma, Duke de Oro and Asphodel, to the gaze of consumers in a way that proved irresistible to many.

Directly opposite, and constituting the first of the next row, was the exhibit of the R. A. Patterson Tobacco Co., of Richmond, Va., of which W. H. Wheelwright and Theo. Fritchy were in charge. This exhibit was a big one and showed up Patterson Seal and Lucky Strike to fine advantage.

Next to this the Wells-Whitehead Co., of Wilson, N. C., had a handsomely decorated booth to show the company's popular Carolina Brights cigarettes, which was in charge of their personsal representative, N. C. Walker, and F. W. Soren, of the United News Co.

The United States Tobacco Company's exhibit was in charge of Addison Fowler and A. A. Mackie. This firm, whose headquarters are in Richmond, had a nice arrangement of their Central Union cutplug, beside about a half dozen other brands of smoking and chewing tobaccos.

The Block Bros. Tobacco Company, of Wheeling, W. Va., exhibited its famous Mail Pouch to good effect, the booth being in charge of P. Budinger, W. J. Shuh and C. C. Frazier.

The United News Company's well arranged booth ended this row with artistic displays of Quatility and Little Brindle, which were arranged and looked after by F. M. Toppin, manager of the United News company, and Ike Reinheimer.

Opposite this J. S. Geller, Sons & Company, of Philadelphia, showed consumers their popular Peachy and other brands, which display attracted considerable notice on account of a diminutive Ferris wheel in the booth. The exhibit was in charge of N. T. Weser, W. P. Geller, Wm. L. Campbell, Harry Fri and William Pote.

The Globe Sign and Poster Company, of Akron, O., of which Leon Shipman was in charge, attracted the crowds by Mr. Shipman's quick sketches, and made a favorable impression.

E. A. Condax & Company, of New York, came next with a handsome display of cigarettes manufactured by that firm, whose name is known everywhere as makers of superior brands.

The booth of B. Lipschutz, of Philadelphia, ended this row with a well arranged showing of the "44" and other brands, and this display pleased crowds greatly on account of the mechanical doll which was a part of it. The display was in charge of Charles A. Goheen, Frank Stanton, M. A. Funk and I. Sager.

The display of Otto Eisenlohr & Bros.' Cinco was opposite, beginning another row, and as was stated last week, was one of the handsomest exhibits in the building. The Henrietta, Oxford and El Purano were also displayed here under the supervision of Thomas H. Turner.

The Aslan-Rose Company, of Philadelphia, had a prettily arranged variety of their cigarettes exhibited under the supervision of John F. Scaife and James E. Dawson, and secured lots of attention.

A. Roig & Langsdorf had a display of Roig cigars which made everybody stop and which brought lots of orders, the display being in charge of John L. Moore, Samuel B. Black and Jacob L. Kraus.

An exhibit notably alluring to the cigarette smoker for its daintiness was that of the Imported Tobacco Manufacturing Company, of New York, which showed Prize Cup and Regatta silk tip cigarettes. This was in charge of R E. Powell.

A complete display of Porto Rican cigars was made by the Cayey-Caguas Tobacco Company, in the next booth, which proved a revelation to many consumers who were not familiar with the higher grades of Porto Rican goods. The cigars were taken from the stock in New York and the ornaments, water bottles, baskets, etc., were brought direct from Porto Rico. F. R. Hoisington had charge, assisted by H. L. Morrill, the Western representative of the company.

Philip Morris Company, limited, of London and New York, makers of high grade Turkish cigarettes, had a handsome display of their Phillip Morris cigarettes in different sizes, notably the Cambridge, in charge of A. H Herbert, the Philadelphia and Southern representative.

A display which brought consumers face to face with brands that seemed like old friends, was the booth conducted by Gumpert Bros., of Philadelphia, in which were shown the popular Maneto in several sizes, Runnymede and George Fox, James J. Tracy and Mr. Luckenbuch supervised this exhibit which was directly in charge of L. B. M. Goff, city salesman, and his capable wife.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

L. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

Pan-American Pan-American No. 2 Pan-American Special

PAN AMERICAN
Registered
STOGIES

MADE BY
Samuel Smith & Son,
112--116 East Jefferson Street,
Special Prices to Jobbers. Mention The Tobacco World. Allegheny, Pa.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy,
Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞ WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

The display of Vetterlein Bros., of Philadelphia, came next, in which the widely used Saboroso was shown to advantage in company with La Potencia, El Intento and La Cornelia, C. F. Vetterlein and S. H. Herbert were in charge.

The booth of T. H. Hart & Co., of Philadelphia, began the fifth and final row and this was in charge of B. M. Clapp. The Leda Key West cigar, manufactured by this firm, was shown in thirty-five sizes including a number of handsome holiday sizes and packages.

The Strater Bros. Tobacco Company, of Louisville, had a good display of their smoking tobacco, which was arranged and superintended by A. R. Chandler, assisted by J. L. Papst. White Rule Scrap On the Square, Kismet and other brands are shown.

Oblinger Bros. & Company secured much favorable comment from the crowds by the artistically arranged exhibit of their Vesper 5 cent and Lord Lancaster, 10 cent cigars, which was in charge of John J. McCool.

Next to thie was the "Home of the Red Devil," run by the Queen City Tobacco Company, Cincinnati, which has been mentioned before. The crowds flocked persistently around this booth to secure chances on the gold watch which was given away. This was a handsome article guaranteed for 20 years. Just 51,867 chances were given out on the watch and on Saturday night these were thoroughly shuffled, and ten drawn one by one from the lot, the tenth to be the winning number. This momentous act was performed by Miss Grace Y. Krout, who drew No. 38,651 as the tenth, the holder of which was A. Y. Hall, of Woodbury, N. J. The booth was in the hands of W. J. Wood, A. W. Milton and H. H. Shaw, the last two being dressed in regulation devil costumes.

The Hilson Company, of New York, pleasingly displayed its Hoffman House Bouquet, Manhattan, Cavaliers, Petit Ducs, Specials, etc., under the supervision of J. Josias.

The Berry-Suhling Tobacco Company, of Bedford City, Va., had a well arranged showing of seven or eight brands, which are well known on the market. The firm's local agents are Arthur Hagen & Company, and William R. Darrah, and Earle G. McHenry were in charge of the booth.

A great flock of green geese met the eye the minute it was turned toward the booth of Frishmuth Bros. & Co., of Philadelphia, manufacturers of the famous Green Goose. This exhibit also showed Glenwood cut plug, another popular brand. Ed. Gobel, J. C. W. Frishmuth, Jr., John Worthington and P. W. Hoover attended to the crowds that lined up in front of the booth which was the last one in the line.

These comprise all but three of the exhibits, which three are by no means to be considered last in point of excellence. They were arranged in a row at the end facing the others.

The Weisert Bros. Tobacco Company had one of the end booths and showed Arrow Plug Cut, Faust Granulated and a number of other brands. A great quantity of tobacco was given away at this booth as souvenirs by H. J. and W. C. Miller, who were in charge.

The Victor Thorsch Company, of Allentown, whose local distributor is Harvey D. Narrigan & Company, was next with a very handsome display of the Bachelor cigar, which was mentioned last week. The booth was in charge of Jonas Schuchat, assisted by Walter Meyers, William Catlin, W. H. Rhoades and Albert Adams. A prize of 500 Bachelor cigars was given to the dealer voted by the crowd as most popular. This was won by James I. Hassan, of 6633 Woodland avenue, who polled 526 votes.

Larus & Bro. Company, Richmond, Va., had the booth on the other end and had a neatly arranged showing of leading brands. The booth was in charge of W. W. Russell and Victor R. Newman.

Much thanks must be extended to the Smith Premier Typewriting Company, which sent a type writing machine and stenographers to the hall and furnished this service gratis all the week. The Company was represented by George Hassan, and Misses Katherine Eppenheimer and Mary J. Taggart.

MANY NOTABLES SEE SHOW.

The Trade in All Parts of Country Was Well Represented.

One of the results of the Tobacco Show most gratifying to the local association was the large number of visitors who represented important interests in the trade from not only all sections of this country, but Cuba as well.

These men registered at The Tobacco World's table, and very few of them failed to voice some sentiment of their approval and appreciation of the Exposition. Following are a number of visitors who were present one or more days during the week. Lack of space prevents a fuller list:

Robert E Lane, New York, President Cigar Dealers' Association of America
T J Donigan, New York, President Retail Cigar and Tobacco Dealers' Association of New York
W W St. John, Secretary Retail Cigar and Tobacco Dealers' Association, New York
F B Archer, Vice-President Retail Cigar and Tobacco Dealers' Association of New York, Brooklyn, N Y
Sidney J Freeman, New York
D Oshiinsky, manufacturer, New York
M Babayan, New York
I W Jacobson, New York
Baldomen Lopetegui, of the "Partagas" factory, Havana, Cuba
B M Kurtz, with S F Hess & Co., Rochester, N Y
C Blayney, New York
Manuel Lopez, of Calixto, Lopez & Co., "Eden" factory, Havana, Cuba and New York
Louis W Boyer, dealer, New York
Thomas E Bowen, with V Guerra Diaz & Co., Tampa, Fla

(Concluded on page 35.)

OUR
MUSLIN, CLOTHINE AND ROPE FIBRE
SIGNS
CREATE DEMAND FOR YOUR GOODS

The Globe Sign & Poster Co.
LITHOGRAPHERS AND PRINTERS OF MUSLIN, CLOTHINE AND ROPE FIBRE SIGNS
FACTORY AND MAIN OFFICE
AKRON, OHIO.

ORIGINAL DESIGNS
FOR
CIGAR AND TOBACCO ADVERTISING SIGNS OUR SPECIALTY

Address: Main Office and Factory
AKRON, OHIO

We Guarantee Everything WE SELL

A. J. BRADY & SONS

Cigar Manufacturers

McSherrystown, Pa.

Makers Exclusively of

Five and Ten Cent Brands

of Hand Made Seed and Havana Cigars

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane

Made in Londres, Perfectos and Panatelas.

Robert E. Pattison

Made in.Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

A FEW OF OUR DISTRIBUTORS

Robert E. Pattison Brand,
H. D. Narrigan & Co.,
116 N. 6th St., Philadelphia

Havana Post Brand,
W. H. Banton,
315 So. 4th St., Philadelphia

La Nacion Brand,
Victor Fermani
746 So. 6th St., Philadelphia

BREMER BROS.

IMPORTERS, PACKERS AND DEALERS IN

Leaf Tobacco

One of the oldest-established houses in the trade, announce that they now have ready for the market a large lot of

Wisconsin Binders

of exceptional quality; also call your attention to their

Light Connecticut Wrappers

which for color, yield and quality are unequalled

BREMER BROS.

119 North Third Street, Philadelphia, Pa.

ESTABLISHED 1860

"AS HIS SOUL GOES MARCHING ON"
—SMOKE

JOHN BROWN

5c. CIGAR

25,000,000 of them sold

FROM MAINE TO CALIFORNIA

THE VERDI

10c. CIGAR

Is Smoked and Liked by The Finest Trade

John G. Root .... MANUFACTURER ....
REAMSTOWN, PA.

Let us submit samples and prices

JOHN W. WARTMAN B. R. MORT

JOHN W. WARTMAN & CO.

IMPORTERS OF

Sumatra and Havana Tobacco

PACKERS OF SEED LEAF TOBACCO

No. 244 NORTH THIRD STREET

PHILADELPHIA

100 MEN DESERTED

THE LEAGUE ISLAND NAVY YARD

TO HUNT FOR

"Pine Apple" Cut Plug

Seventy have found it and returned filled with joy; the other thirty are still on the hunt and will not return until they find it. They will seek no further, as no better can be found

Pine Apple Plug Pine Apple Cut Plug
Pine Apple Twist

W. H. BANTON
Manufacturer and Sole Owner
315-317 South Fourth Street Philadelphia, Pa.

—A. W. ZUG—

LANCASTER - - PENNSYLVANIA

High Grade Cigars

Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen. All our **Business** is **Transacted Direct** with the Wholesale Houses.
Please place yourself in correspondence with us. We will save you money.

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

PATRICK GORDON—Territory given good distributors everywhere.

Manufacturer of

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

Some Excellent New Brands:

Five Cents:--**Lucky Drive,** 4 sizes; **Rexmond,** 6 sizes; **Havana Prize**
Ten Cents:--**Havana Dimes, Puro Mafois, Louis De Valois**

We employ no Salesmen. QUALITY is Everything, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

IMHOFF & CO.

DENVER, PA.

MANUFACTURERS OF

High-Grade Union-Made Cigars

Correspondence with wholesale and jobbing trade solicited

The Leader for Many Years

A high-grade seed and Havana 10 cent cigar They make friends fast and keep them too. It's the quality, style and workmanship that does it. Jobbers, write for prices and full particulars to

GEO. W. LEHR
MANUFACTURER
READING PENNSYLVANIA

WEIDMAN & MOYER

CIGAR BOX Manufacturers

Womelsdorf, Pa.

Correspondence Solicited.

7-20-4

10 c. CIGAR

Londres and Perfecto Shapes

At Wholesale in New York by ALL RELIABLE JOBBERS

A. H. Hillman Company, 94 Park Row ∴ S. Monday & Sons, 258 Wythe Ave., Brooklyn

R. G. SULLIVAN, Manufacturer **MANCHESTER, N. H.**

1,000 Feet of Cigar Box Lumber FREE

WE promise you we will have the largest Cigar Box Lumber plant in the United States within twelve months, at Knoxville, Tenn. We are now running with a number of the very latest types of Knife-Cutting Machines --vast improvements over former patents.

Our capacity will now average fifteen million feet per annum. The stock is equivalent to sawed lumber for tops.

BONA-FIDE OFFER

WE guarantee our Knife-cut Poplar Veneered and Poplar imitation superior to any Knife-cut lumber on the market.

We will ship to any reputable Cigar Box manufacturer, 1,000 feet of No. 1, Poplar imitation or No. 1, Poplar Veneered, at lowest price, and if not as represented we will make him an absolute present of the thousand feet.

SHEIP & VANDEGRIFT

814-32 Lawrence St. - - - Philadelphia, Pa.

MILLS

POPLAR MILLS, Knoxville, Tenn.

GUM MILLS, Hunterville, Mo.

J W Levy, with Ballard-Fernandez Co., Tampa, Fla
N J Rice, representing R & W Jenkinson Co., Pittsburg, Pa
H C Ellis, of Arthur Hagan & Co., Philadelphia
John Landstreet, Richmond, Va., President of Independent Tobacco Manufacturers' Association
I Bijur, New York, President National Cigar Leaf Association
Charles Fox, New York
James F Cullman, New York
John R Young, Philadelphia, President Philadelphia Leaf Tobacco Board of Trade
Felix Eckerson, Philadelphia, Treasurer National Cigar Leaf Tobacco Association
Charles D Larus, of Larus Bros. & Co., Richmond, Va
E A Condax, of E A Condax & Co., New York
Milton Herold Loeb-Nunez Havana Co., Havana and Philadelphia
W P Bushell, with Jose Lovera Co, Tampa and New York
W J Friedlander, Day and Night Tobacco Co., Cincinnati
H D Miller, Frishmuth Bros. & Co., Philadelphia
F L Brainard, Glastonbury, Conn
Wm Neuberg, with Joseph Hirsch & Son, New York
J C Mahle, with J H Goetze & Co., New York
E E Shaw, Manager Pennsylvania Cigar Stores Co., Philadelphia
Fred Hirschhorn, of United Cigar Manufacturers, New York
Andrew Jacoby, dealer, Atlantic City
Charles Breneiser, Jr., of Charles Breneiser & Sons, Reading, Pa
Edward Breneiser, of Breneiser Bros., Reading, Pa
E H Herman, of J C Herman & Co., Harrisburg, Pa
J Hauer, of Hauer Bros., Lebanon, Pa
H D Narrigan, H D Narrigan & Co., Philadelphia
J Pierce Flowers, with Lovell-Buffington Tobacco Co., Covington, Ky
J C Clayton, dealer, Trenton, N J
W J Ryan, dealer, Mahanoy City, Pa
F X Kelly, representing Salvador & Rodriguez, Tampa, Fla
C Fred Crosby, Tobacco, New York
Carl Werner, Tobacco Leaf, New York
Ismar S Ellison, U S Tobacco Journal, New York
Marcus Feder, London Whiff factory, Cleveland, O
S H Durstein, dealer, Wilmington, Del
Neill McCoull, Neill McCoull Co., New York
Julius Vetterlein, Philadelphia
W H Wheelwright, Richmond, Va
W W Stewart, Reading, Pa
J G Zimmermann, Kent, Conn
O T Switzer, Alaska
Reid & Clayburger, Lumberton, N J
Geo Frings, J Frings' Sons, Philadelphia
Chas Miller, Miller Bros., Philadelphia
B F Alexander, with Sieber Cigar Mfg Co., New York
O D Painter, Islesworth Hotel, Atlantic City
H Yunker, representing J H Lucke Co., Cincinnati, O
Victor Thorsch and A J Goldsmith, of Victor Thorsch Co., Allentown, Pa
I Bermann, Allentown, Pa
Jos S Vetterlein, Vetterlein Bros., Philadelphia
Joseph R Ditts, Three Bridge, N J
W T McClain, San Francisco, Cal
F V Eshelman, Philadelphia
John Bassler, Brooklyn, N Y
Howard B Bremer, Philadelphia
John B Hoen, of H Koenig, Popper & Co., New York
Edgar J Wallis, Vice President M J Dalton Co., Philadelphia
E A Coodery, Hammonton, N J
W K Roedel, Philadelphia
S N Wolf, of Wolf & Hackman, Akron, Pa
A S Klein, Tobacco, New York
P W Hart, Tobacco Leaf, New York
P H McGrann, dealer, Chester, Pa
W C Steele, dealer, West Chester, Pa
Edward S Merritt, Pittsburg, Pa
Chas A Krull, Philadelphia
T F Fitzgerald, Philadelphia
Robert S Medary, Philadelphia
Philip Tunis, dealer, Philadelphia
Waterman & Leavitt, Boston, Mass
Andrew Jacoby, Atlantic City, N J
A J Fegenbush, Salem, N J
R M Wiston, Vineland, N J

ROCHESTER FACTORY ABANDONED.

Another American Tobacco Co. Plant Done Away With.

The American Tobacco Co. will close the William S. Kimball tobacco factory at Rochester, N. Y., which it controls, on the first of the year, or as soon as the orders in hand are filled. The place employs about 500 hands, and was one of the first to enter the combine.

The equipment will be distributed between Baltimore, Richmond and Jersey City. The abandonment of the factory is a move in line with the centralization of the American Tobacco Co.'s many plants.

TWO FACTORIES FOR NEW ORLEANS.

Prominent Official Also Predicts Big Southern Run on Porto Rico.

President C S. Foster, of the Louisiana Tobacco Co., declares that two more large cigar factories will shortly be established in New Orleans owing to the growing importance of that city as a cigar manufacturing site.

Mr. Foster also believes that Porto Rican goods have a certain future. In an interview he said:

"We are pushing Porto Rico goods well to the front, and this cigar is rapidly growing in favor throughout the South. We don't have to pay duty on cigars from that island, and there is every business reason for pushing them. Moreover, the flavor of the Porto Rico plant is such that the palate of the smoker takes readily to it. I have heard that some of the Porto Rican cigar factories are complaining of poor business, but I know of one factory there in which a large amount of New Orleans capital is interested that is making splendid headway."

KILLHEFFER RETURNS FROM THE WEST.

A. D. Killheffer, proprietor of the Eureka Cigar factory at Millersville, Pa., has recently returned from a short but successful business trip through the Middle West, and states that his Rexmond brand of nickel goods has been placed with the Phoeniz Cigar Co., of Cleveland, O., who will be the local distributors of this product in that section.

Regarding the recent box-stuffing case in Philadelphia, when it was discovered that the cigars substituted for locally-made $35 goods, were from Mr. Killheffer's factory, Mr. Killheffer has continued to conduct a very careful investigation with a view to ascertaining how the goods could have been supplied to the dealer accused of substituting. After examination of all his records he finds himself in a position to say that no goods were ever sold direct to this party from his factory, but that the factory is making several brands similar in shape, size and appearance to several of the more popular local-made goods, but which he claims are not offered as imitations, but strictly on their own merits, and desires that the trade shall be properly and accurately informed regarding this matter.

—The C. F. Britain Tobacco Works will build a two-story addition to their factory at Columbia, S. C., and install machinery for increased capacity. The new building will be 80 by 30 feet and will cost $30,000.

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. 1619 South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

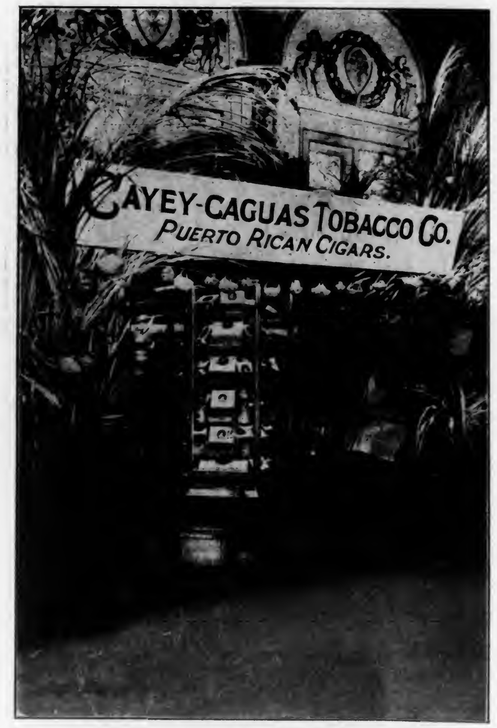
C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. L. J. Sellers & Son, Sellersville, Pa.

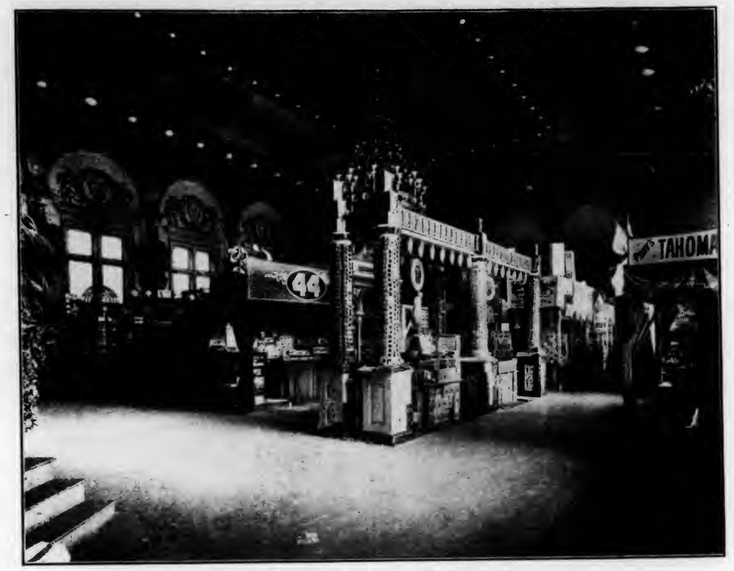
SOME VIEWS OF THE TOBACCO SHOW.

PARTIAL VIEW OF EXPOSITION HALL.



THE CAYEY-CAGUAS DISPLAY.

THE "BACHELOR" DISPLAY.



PARTIAL VIEW OF EXPOSITION HALL.

FAIR TRADE IN MILWAUKEE.

But Things are Slowing Up Until Jan. 1:

Milwaukee, Wis., Dec. 19.

The big leaf houses here report fair business, though it is not a good time of the year, just before the holidays, to do a rushing business. The quality of leaf shipping is giving first class satisfaction, according to a Broadway merchant, and supplies are adequate in this vicinity, to fill all demands upon the merchants. Asked as to how business stacked up this year as compared with 1903, he said:

"Of course I will only attempt to speak of our business, as I do not know the situation generally among the other leaf men. Our year has been entirely satisfactory. We have handled a great many thousand cases of leaf of various kinds and grades, and I might say that our profits for doing business were fair, as we will not conduct our business without a necessary profit. I have never believed in price cutting to obtain orders, no matter how large they are, or from the 'best people' in the world. We know what it costs to place our leaf on the market, and if we cannot get this price from one concern, we will pass them up and look to another prospective buyer. We have no complaint of those wanting to do business for nothing. That's their business. It might be better for all concerned if there was more attention paid to market conditions, and an effort made to get fair prices for goods, but some of the dealers or wholesalers will not get to this point.

"As for the future, I do not take much stock in the report that the beet sugar industry will drive out the tobacco-growing industry in this State. Some of the farmers who put in a small patch and who want twice the market price for their leaf may be complaining, but this crop of rumors is annual, and little attention is paid to them. The larger growers will continue to plant heavily, and next year will see an average crop.

"Dick" Winckler, who formerly conducted the Chamber of Commerce cigar store, has built a large plant in Hammond, Ind., and will manufacture feed for dairy cows. "Dick" is the Western Grain Products Co. manager, and is located in the Mitchell building.

R. A. Wettstein, manager of one of the Wisconsin street retail stores, is the father of a bouncing baby girl, which arrived at his home December 15.

ANDERSON.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

WANTED—Advertiser wishes to buy a well established retail tobacco and cigar business, in country town or in first class neighborhood in suburban part of a city. Stock and books must be fully open to inspection of buyer before purchase. Address J. R., General Delivery, Brooklyn, N. Y. 12-21-h

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

WANTED—100,000 CIGARS for cash, prices must be low; also Chewing and Smoking Tobacco, Pipes and other Smokers' Articles. Address, S., P. O. Box 245, Philadelphia. 9-21-ca

WANTED—Experienced foreman for small shop, about twenty hands, manufacturing seed and Havana goods. Address Box 115, care Tobacco World.

BROKER WANTED— West of Omaha to the Coast. We sell first-class 5 and 10c goods. Address Manufacturer, Box 116, care Tobacco World. 12-21h

CUBAN CIGAR MAKER FOREMAN desires position. First class references. Address, Box 121, care of Tobacco World, Phila.

WANTED—To contract with a large manufacturer for sale of the entire output for a term of years. Address Box 117, Tobacco World, Phila. 12-14h

INTERNAL REVENUE FOR NOVEMBER.

Returns Show an Increased Output in All Products Except Manufactured Tobacco.

The Internal Revenue returns for the month of November, which are today officially announced, show an increase in the output of cigars as compared with the same month of last year. The same is true of cigarettes and snuff, but in manufactured tobacco there is shown a considerable decrease. The total amount of revenue collected during November, 1904, on the various tobacco products was as follows:

	Nov. 1903	Nov. 1904		
Cigars,	$1,767,658 86	$1,839,930.78	Increase	$72,271,92
Cigarettes,	243,322.63	282,020.70	"	38,698.07
Snuff,	89,954.56	103,804.55	"	13,849.99
Tobacco,	1,804,353.95	1,695,864.21	Decrease	108,489.74
Total,	$3,905,290.00	$3,921,616.24	Increase	$16,326.24

In figures, the comparative output was as follows:

		Nov. 1903	Nov. 1904		
Cigars,	No.	578,157,470	602,481,067	Increase,	24,323,597
Little Cigars,	No.	61,453,390	60,162,185	Decrease,	1,291,205
Cigarettes,	No.	247,505,485	290,355,587	Increase,	42,850,102
Snuff,	Lbs.	1,499,245	1,730,076	Increase,	230,831
Tobacco,	Lbs.	30,072,565	28,264,337	Decrease,	1,808,228

In comparison with the month of October, 1904, the figures are as follows:

		Oct. 1904	Nov. 1904		
Cigars,	No.	594,338,110	602,481,067	Increase,	8,142,957
Little Cigars,	No.	62,000,000	60,162,185	Decrease,	1,838,815
Cigarettes,	No.	266,607,400	290,355,587	Increase,	23,948,187
Snuff,	Lbs.	1,946,307	1,730,076	Decrease.	216,231
Tobacco,	Lbs.	27,862,582	28,264,337	Increase,	401,775

YORK MANUFACTURERS PROTEST.

Efforts to be Made to Have Internal Revenue Regulations Modified.

York, Pa., Dec. 19.

Anent the recent action of the Internal Revenue officials concerning certain loose methods which had apparently been employed by Manufacturers ot this county, and which were fully and clearly reported by me in a previous issue, I can add that the measures recently taken have aroused the action of many local manufacturers to a point of vigorous protest against the rulings whatever the availibility may prove to be. Recently several special meetings of manufacturers in the vicinity of Red Lion and other places were held and some lengthy discussions took place regarding the stripping of tobacco outside a bonded factory, and adopted resolutions urging Congressman Lafean to bring the matter to the attention of the Internal Revenue Commissioner at Washington.

Samuel A. Stump, formerly a cigar manufacturer, of Red Lion, was taken into custody last week, at Columbus, O., by local detectives. Stump disappeared from his home in Red Lion, in June last, and nothing was heard of him from that time until he was finally captured by detectives as stated above. He is charged with conniving at the forgery and utterance of two notes for $300 each, purported to have been endorsed by Titus

L. A. PEARSON,

Packer & Dealer in All Kinds of

Cigar Leaf Tobacco

ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.

Warehouses--- West Milton, O.
Branch--- Yorkshire, O.

Buyers in All Tobacco Districts of the World

Main Office, West Milton, Ohio.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

BILLMAN BROS.

PACKERS OF

Ohio Leaf Tobaccos

1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.

Zimmer Spanish
Gebhart
Little Dutch

1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.

West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

THE LOUIS NEWBURGH CO.

PACKERS OF

Zimmer Spanish and Little Dutch

MAIN OFFICE, HAMILTON, OHIO.

Warehouses: Hamilton, Ohio, and Franklin, Ohio

VICTOR THORSCH COMPANY

Makers of the

BACHELOR CIGAR

ALLENTOWN, - - - PENNA.

KLEINBERG'S

"CHICO"

KING of 5c. CIGARS

AGAIN ON THE MARKET.

Our famous **"SMOKE-IT"** Cheroots are selling faster than ever before.

Philadelphia.

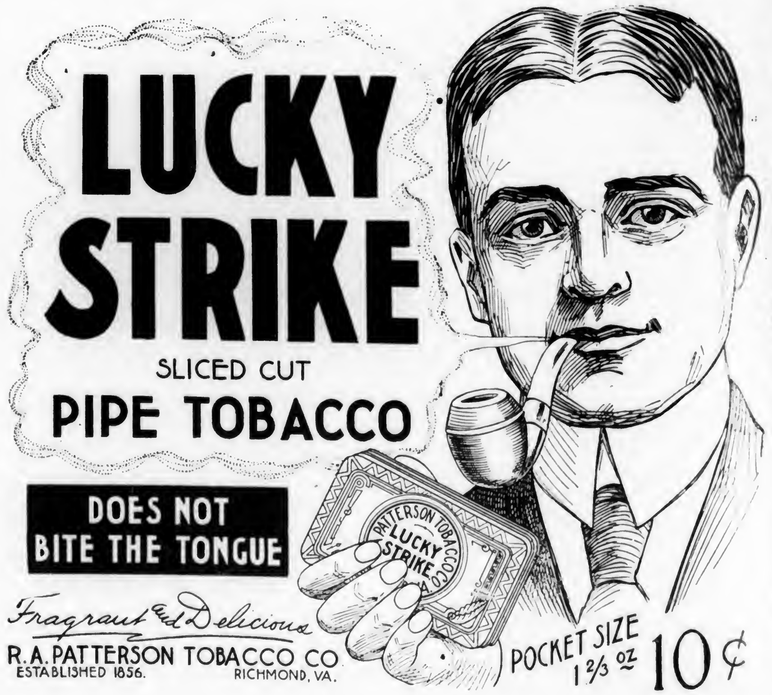
Neff and Daniel Weaver, of Red Lion. His arrest was accomplished at the instigation of the Security Title & Trust Company, of York, who had discounted the notes. Detective White, of York, promptly prepared to go to Columbus to bring his prisoner to this county for indictment.

The York City Cigar Company, a branch of the United Cigar Manufacturers, of New York city, has acquired land upon which they propose soon to erect a new factory building large enough to employ from 800 to 1,000 hands. The piece of ground, 85 feet on North Penn street and extending 250 feet in depth between the Western Maryland railroad and Smyser street, has been purchased from A. B. Farquhar. On this tract of land a modern four story brick building 141 by 175 feet in dimensions will be ready for use by next May.

Dr. Jas. Dale is erecting a new building on Gas Alley near Court avenue, which when completed will be occupied by Michael Myers, now on Philadelphia street, as a cigar factory. Mr. Myers is hopeful of being able to soon employ a force of about thirty hands. The new building is a two story brick structure 16 by 65 feet.

L. L. Schloss, a well known cigar broker, of Chicago, has been visiting the trade in this city recently, it being his regular semi-annual business visit here

J. J Levy, of the Ashland Cigar & Tobacco Company, wholesale dealers and jobbers, at Ashland, Wis., has been on a purchasing trip through this county within the past week arranging contracts for another year's supply of goods.



SALES LIGHT IN CINCINNATI.

Tobacco Board of Trade Opposed to Philippine Tariff Reduction.

Cincinnati, O., Dec. 20.

Offerings were unusually light at last Saturday's cigar leaf action sales, the total being but 43cs. The quality of the break did not lend much interest to the market, and in the four types offered the inferior grades predominated. Zimmers ran from $7 to $9.30 per 100 lbs., Connecticuts from $3 to $8.25, Little Dutch $4 to $8.75, and Wisconsins $1.80 to $6.10.

Charles E. Tabb, for more than twenty years connected with the leaf tobacco trade in this city, died last Thursday morning after a short illness with pneumonia. For the last several years Mr. Tabb had been manager of the Bodmann branch of the Cincinnati Tobacco Warehouse Co. He was 62 years of age, and is survived by one daughter. The funeral was held at Maysville, Ky., his former home. The Cincinnati Leaf Tobacco Association, of which the deceased was a leading member, attended the funeral in a body.

The Cincinnati Seed Leaf Tobacco Board of Trade has taken a decided stand against the proposed reduction of the tariff on cigars manufactured in the Philippine Islands. At a special meeting last week to consider the matter a committee consisting of Moses Krohn, John Oberhelman, Sigmund Haas and Henry Tietig was appointed to draw up resolutions and a formal protest and forward the same to Congress. This action is in line with the recommendations of the National Seed Leaf Board of Trade.

The annual election of officers for the Cincinnati association was held at the same time and resulted as follows. President, Julius C. Frei; vice-president, N. Gunther; treasurer, George Berger; secretary, John Staun; board of directors, Henry Meyer, John Daly, Lewis Newburgh, N. Gunther, Moses Eisenberg, John Oberholman, Moses Frohn, Henry Tietig, George Berger and Sigmund Haas.

The Voige-Winter Co. are working a unique method to drum up trade in the suburbs and neighboring towns. They send out a number of wagons, manned by experienced salesmen. A member of the firm states that the plan has met with signal success.

The directors of the Cincinnati Tobacco Warehouse Co. have declared a dividend of 1 per cent for the quarter on the capital stock of $1,650,000. This is a reduction of one quarter of 1 per cent from the last quarter, and places the stock on a 4 per cent basis, which is 1 per cent lower than for a number of years past. This company controls four of the burley auction warehouses here.

A number of prominent cigar dealers here were the victims of a neatly turned trick last week. The scheme worked by the swindlers consisted of calling up prominent jobbing firms and ascertaining prices on certain brands. A prominent business house would be mentioned as the purchaser and a good bill ordered. Later a boy would call, presenting an order duly printed and signed, and take the goods. Jobbers who were victimized did not send their bills immediately, and the game might have continued successfully until after the holidays. On Saturday, however, it happened that a similar order was telephoned to Chas. Metz, of West Fourth street, but when the boy called for the goods the clerk who had taken the order was not in. Later the goods were sent to the house whose name had been used in ordering, and then it developed that the order blank and signature were frauds. Investigation showed that the Voige & Winter company, F. H. Berning & Sons and Henry Strauss were among the jobbers who had been worked. The cases were kept quiet and detectives employed, but the crooks evidently have left town.

BUHRMAN.

SUCCESS FOR BURLEY GROWERS.

President Hawkins Thinks Everything Will Be All Right.

Lexington, Ky., Dec. 17.

W. B. Hawkins, who has been engineering the movements of the Burley Tobacco Growers' Association, is again enthusiastic at the result of his efforts to save the farmers from being obliged to sell their crop to the American Tobacco Co.'s buyers, and considers that he will be successful.

Two hundred or more farmers assembled here early this week to hear President Hawkins' report of his trip to New York, and were cheered by the assurance from Mr. Hawkins that he believed all the capital stock of the association would be subscribed and that after to-day (Saturday) the association would be ready to receive all the tobacco raised in the district, and for which a price will be paid higher than that now offered by the American Tobacco Co.

President Hawkins' report was as follows:

"Your committee had a conference with certain Eastern capitalists to furnish the money sufficient to buy and pay for every pound in 1904. They, of course, imposed conditions which we agreed to comply with. One of the conditions was that we were to have 70 per cent of the tobacco. This we have. One of the conditions was that we issue satisfactory warehouse receipts. This will be arranged. One condition was that we would have all of our capital, $500,000, subscribed and paid in. This latter condition has not been complied with, and this is why you are called together to-day, as on this most important feature depends now our success or failure. On your action to-day hangs the life or death of this proposition. Take stock in your own company to-day and pay for it in your better prices or fail to take the stock in your company and you do take stock in the trust and pay for it in the smaller price you will get from them."

Mr. Hawkins said that he believed that there was no doubt that the stock would be subscribed, and that success for the association would be assured.

The association, or company, was incorporated under the laws of South Dakota, with the amount of capital named, which stock is to be used as marginal securities for the loans to be advanced with which the crop is to be purchased.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders: LIGHT HORSE HARRY; LA-DATA; LA PURISTA; INDIAN PRIDE; LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

HOW IT LOOKED TO A WOMAN.

Nanette Visits Tobacco Show and Writes Her Experiences.

I went to the Tobacco Show with that feeling of guilty anticipation one has before starting on a slumming expedition. Naturally, I figured that I would be the only woman there, but as Bob was with me, I decided to be game to the finish.

"Tobacco," I calculated, "being a commodity exclusively for men, only the sterner sex will be in evidence." From the time we entered the outer door I felt guilty, and told Bob so, but he poked fun and dared me to back down. That settled it! Going up the stairway I inwardly braced myself for the sensation I knew my appearance would create. Then I woke up.

The exhibition hall was jammed, and of all the pushing, crowding mass of humanity, fully one-fifth were women, and mostly pretty girls at that.

I don't attempt to explain what took them there. Perhaps it was the tobacco display; or it may have been the many amusements in addition to the displays. Bob volunteered that it might be because it was a foregone conclusion that there would be lots of men on hand.

At any rate, whatever they came for, the women certainly seemed to get more fun out of the show than the men. They pushed and pulled their way through crowds and made as many genuine football rushes for samples as ever came off at a food show.

There were pretty picture cards, cigarettes and samples of chewing tobacco, and the girls took everything that came along. It certainly did look funny to see dignified old ladies struggling for a pinch of snuff or a small plug of chewing tobacco.

One firm gave away chances on a gold watch, while another gave every body an opportunity to win a box of cigars free of charge, and the vicinity of their booths during the rushes would make a Jap-Russo battlefield look very cheap so far as a real scrimmage is concerned.

Around one booth there was an awful crowd of men clamoring for advertising picture cards. Bob and I pushed through and got them, but before I had a chance to take a good look at mine, I knew by the expression on Bob's face as well as the broad smiles of all the men about, that perhaps it wouldn't be well to look at the picture at that time. I pretended to throw it away, but slyly slipped it into my muff. And then I had to go and lose it on the way home, and I've been trying to get up nerve ever since to ask Bob what was on the card. It must have been something a little bad, or the men wouldn't have been so anxious to get them.

The decorations were simply lovely. You wouldn't imagine that so exclusively a man's commodity as tobacco could be presented so artistically. There were lovely electric displays, to be sure, but it was the tobacco itself that made the show attractive. One firm had smoking tobacco in sweet little tin boxes, and my heart just ached for one of them for a pin-tray.

There was an awfully stunning Gypsy-looking girl at a Turkish cigarette booth, and if the crowd of men there asking questions is an indication, that cigarette will be a big seller.

Then there was an orchestra at the upper end of the hall, behind foliage, and I didn't understand why so many men gathered there until I peeped through some palms and discovered the musicians to be more pretty girls.

Signs displayed gave warning that no smoking would be permitted, but nobody seemed to take any notice. Still, I suppose it was only right that the air should be thick with smoke at a tobacco show, and so didn't complain.

I attended a solemn meeting of the W. C. T. U. week before last, and heard all about the evils of tobacco. Well, those ladies were sincere enough, I'll admit, but if they could have visited the show in a body and mixed up in the muth and life there, I think they would have altered their opinions.

Among other things, I got one sample package of cigarettes that I'll confess I didn't turn over to Bob. I used to think any woman who smoked cigarettes was beyond the pale, but since the show I—I—well I don't quite know. I'm going to wait until mamma goes out some day, and then I'm going to find out exactly what it is men like so much about smoking. NANETTE.

GREENEVILLE BOARD OF TRADE ELECTS OFFICERS.

The Greeneville, Tenn., Tobacco Board of Trade has elected the following officers for the coming year: J. G. Austin, of the Merchants' Tobacco Co., president; W. P. Campbell, of the Campbell Tobacco Co., vice-president; W. [illegible] Dougherty, of the Greeneville Tobacco Co., secretary and treasurer; board of arbitration, J. S. Bernard, R. C. Ellerson, Geo. W. Dougherty; supervisor of sales, C. Austin. The object of the association is to regulate the sales and further the tobacco industry of East Tennessee.

MAYO & BROS.' OLD FACTORY TO BE VACATED.

Richmond, Va., Dec. 1[illegible]

The factory buildings now occupied by P. H. Mayo & Bros., which is a branch of the American Tobacco Co., will soon be vacated, it being the intention of the company to move the branch to factories further down town.

The P. H. Mayo & Bros. firm is composed of the old firm of P. H. Mayo & Bro. (Inc.) and the J. Wright Tobacco Co., and the Mayo factory was one of the original components of the Continental Tobacco Co., the Wright business later being transferred to this factory.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

NEW OFFICERS FOR NATIONAL ASSOCIATION.

Annual Meeting of Dealers' Association of America Held in Chicago.

Chicago, Dec. 16.

At the annual meeting of the Chicago Branch, Cigar Dealers' Association of America, held last evening, Dec. 15, at the Great Northern Hotel, President Ed. Kolman briefly reviewed the work of the year and reported that in spite of obstacles and of difficulties in raising funds, the association faces a new year free from debt and with a small balance in the treasury. From plans now well under way and with the prospect of ample funds, he believed the organization was entering upon an era of enlarged usefulness.

The first thing of importance was the election of officers. Albert Breitung was placed in nomination for the presidency and was unanimously elected; the former vice-president, George H. Mayr, was re elected. The offices of secretary and treasurer were combined, and Herbert L. Collat, who has been secretary for two years past, will fill the double office for the coming year. The new board of directors will consist of the above officers and the following: O. Schroeder, G. Holloway, O. B. Eisendrath, S. Marco, E. Kolman, C. D. Altschul, Henry Leopold, J. M. Preston, M. W. Diffley, I. Latzar, J. Tobias and J. J. Dolan.

Delegates and alternates to the national convention in January were elected as follows: Delegates—Albert Breitung, John J. Dolan, Ed. Kolman, Henry Leopold, I. Latzar, O. Schroeder, M. W. Diffley, W. E. Fowler, Herbert L. Collat, Joseph Moos. Alternates—Geo. H. Mayr, G. Holloway, Sam Marco, J. M. Preston, J. Tobias, C. D. Altschul, J. P. Stewart, R. M. Berlizheimer, J. Berolzheim, Jacob Benner.

It was unanimously decided to change the time of the annual meeting to the first Tuesday after the first Monday in November, and to hold the installation on the first Thursday after the first Monday in January. The matter of holding more frequent meetings was broached, and in all probability at least four general meetings will be held each year besides the regular meetings of the directors.

In Albert Breitung the association has a president well qualified both by character and experience in association work to assume the helm. He will carefully study every situation that confronts the organization, and when a course of action is once decided upon it will be prosecuted energetically and persistently. In talking on general matters he expressed the belief that the tobacco trust should be the first to be investigated by President Roosevelt.

The officers and directors are all fully representative of the best element of the Chicago trade, and the association starts the new year under conditions which certainly augur marked success.

LOBERG.

PRICES TOO HIGH FOR BELGIUM.

American Export Trade on Leaf Will Be Light This Year.

Louisville, Ky., Dec. 17.

Belgium tobacco importing firms have sent representatives to this city to look over the tobacco situation with a view to reporting back to their firms regarding the prices on export tobacco in Kentucky. The visitors are Ernest W. Hartog, who represents a leading Antwerp firm, and Joseph Soeton, and these gentlemen think that prices are too high to do business with.

"I find that the prices on burley tobacco this year are prohibitive, so far as importers in our country are concerned," Mr. Hartog said. "The duty on all grades of tobacco is the same," he continued, "and it does not pay us to buy the better grades of tobacco. The prices now prevailing are higher on the cheaper grades of both burley and dark tobaccos than we usually pay for the kind of tobaccos we want, and the fact that we have a good supply on hand, having bought largely of last year's crop, renders it unnecessary for us to pay big prices this year. We will not go into the market heavily for this year's crop. We will, of course, take some tobaccos of the class we can secure at prices that will justify us."

Mr. Hartog does not believe the export tobacco trade will be heavy from America this year to any foreign point. He says the same conditions prevail on the English market—that they have a two-year stock already in the warehouses and that they will not pay the prices now being asked for American tobacco. He believes the prevailing prices for both burley and dark tobaccos will remain unchanged throughout the year, but that next year's crop will be lower in price, and says his firm will wait until it can secure another supply at a lower figure.

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Purely Vegetable. $12 per Gallon.

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M. KALISCH & CO.

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A Large Line of
HIGH GRADE and MEDIUM

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Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

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La Adelphia Cigar Factory

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LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

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JOHN McLAUGHLIN & CO.

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Also, All Grades of

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Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }

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WRITE TO

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"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

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Union-Made Cigars

Leading Five-Cent Brands:

"Social Puff" "Star"

Correspondence with the Wholesale and Jobbing Trade Invited.

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TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Another week of cold, windy weather, hardly a day when it has thawed on the south side of the building. That does not look very favorable for the farmers to get their tobacco down and into the bundles ready to be delivered to the buying packers, or to show them if they should happen around, although I have heard of some sales recently. But the most of it is to be delivered in the cases, probably in the neighborhood of 100 acres in all.

Our correspondents writes:

Bradstreet, Mass.: "Edgar B. Field has sold and delivered his crop of 1904 in bundle at private terms. Ennotus Morton & Son have sold their crop of 1904, partly in cases and the rest in bundle, to Meyer & Mendlesohn at private terms, at about 20 acres; both the above lots to the same parties. F. P. Jones & Co., sold about 20 acres 1904 crop to be cased to Meyer & Mendlesohn at private terms. F. W. Field & Son delivered their crop of 1904 in bundle to John Decker, of South Deerfield, Mass., today. This crop was reported sold some weeks ago about 18 or or 20 acres, at about 19 cents in bundle."

Northfield, Mass.: "Not much is doing in tobacco. All of the crop of 1904 lies in the bundle. No buyers have been around. The few lots raised in town are of good quality. There is one crop of 1903 unsold in town."

Conway, Mass.: "The warm weather of Wednesday last enabled us to get down more tobacco, so that some of the growers need but one more damp to finish their crop. It was rather a risky time to take down tobacco, it dripped so much in the early part of the day. I hear of one buyer being in town, but he offered so low a price that he didn't buy any. It begins to look as though it would be the same as last year, the later they come the less they pay."

Suffield, Ct.: "The warm rain of Tuesday softened the tobacco so that some was taken down. In some barns the stalks which had frozen thawed out and began to drip, and the farmers did not dare to risk taking down too much, owing to the liability of the tobacco to rot in that condition. We are hoping for another damp spell soon."—Amer. Cultivator.

EDGERTON, WIS.

What has taken place in the market regarding the new crop during the week could be told in a very few words. Zero weather has arrived with the tobacco still hanging dry in the curing sheds and no immediate prospect for either stripping or warehouse handling in sight.

The movement in old leaf, however, is a different proposition, and remnants in growers' hands of stock of any year's growth find a ready sale, when profits to the producer are not considered. An export and stogy demand is taking the cheaper grades as fast as dealers gather them in, so that quick sales and moderate profits are helping along considerable trading. J. M. Estes sold 25cs of '02 at 10c; O. E. Gulseth 41cs at 7&2c. Much of the '03 leaf in bundles is being lifted at about former filler prices.

Among packers a fairly active trade is reported. We learn a deal of some magnitude is under way, but particulars are not yet obtainable.

Shipments, 500cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 33 hhds, offerings on the breaks 99 hhds, sales 83 hhds.

There was no improvement in the quality of the breaks; the market was firm and unchanged at the late advance in prices, holders rejecting on any attempt at ease.

Planters continue to hold meetings to receive reports of their committees, and the large majority of the crop is being tied up hard and fast, buyers having retired from the country, and no efforts are being made to open the loose tobacco market, which at this period is usually in full blast.

As the proportion of lugs in the new crop is much smaller than usual, and are nearly exhausted in the old stocks, an advance in values may be expected.

We have had no good handling weather so far, but as the barometer indicates rain, we may have a "season" unless it should turn off cold.

QUOTATIONS:

Low Lugs	$3.50 to	$3.75
Common Lugs	3.75 to	4.00
Medium Lugs	4.00 to	4.25
Good Lugs	4.25 to	4.75
Low Leaf	4.75 to	5.50
Common Leaf	5.75 to	6.75
Medium Leaf	7.00 to	8.00

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We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

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The John R. Williams Co.

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Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.

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LEAF TOBACCO BROKER

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We have them in large variety. Send for Samples.

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Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

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Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Five Cent Cigar

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WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
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The Cigars You Want
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W. D. SAHM'S
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Ask for Samples AKRON, PA. Correspondence Solicited

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Red Lion, Pa.

M. H. Clark & Bro. Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY. *Clarksville, Tenn*

Business Changes, Fires, Etc.

California

Coranado—Hopkins & Cox, cigars, etc., dissolved. Succeeded by G F Hopkins.

Grass Valley.—W E Parsons, of Parsons & Quick, manufacturers and dealers in cigars, dead.

Long Beach—R F Heron, cigars and tobacco, succeeded by Harry Hussy.

Los Angeles—J N Rushton, cigar and tobacco, succeeded by Mount & Steel.

Illinois

Chicago—Tagney & Hudson, cigars, chattel mortgage, $2,000.

Indiana

Indianapolis—McConnell Segar Co, wholesale cigars, sued $175.——I Strack, cigar manufacturer, cancels real estate mortgage, $4,000.——I Strack, cigar manufacturer, warranty deed, $3,600.

Oxford—M J Farrell, cigar manufacturer, succeeded by G P Wilson.

Iowa

Ryan—P N Schuster, cigars, bill of sale, $5,000.

Maine

Bangor—J K Lamb, cigars, etc, chattel mortgage, $1,400.

Massachusetts

North Attleboro—W S Darrah, cigars and tobacco, discontinued.

Michigan

Detroit—Congress Cigar Co, manufacturers, removed to Chicago, Ill.——D Coughlin & Co, cigar manufacturers, burned out.

Minnesota

St. Paul—J H Deveni, cigars, default judgment, $395.

Nebraska

South Omaha—Frushard & Son, cigars bill of sale, $900.

Ohio

Dayton—E C Albert, wholesale cigars and tobacco, real estate mortgage, $3,000

Findlay—J A Cheney, cigars, etc, will discontinue.

Lima—J T Jones, cigars and tobacco, petition in bankruptcy.

Toledo—Spitzer Cigar Co (not inc) sold out.

Pennsylvania

Butler—Feigel Bros, cigars and tobacco, judgment, $370.

Dunmore—Peter Frank, cigar manufacturer, deeds, real estate, $1.

Virginia

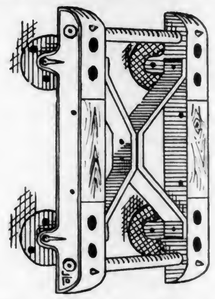
Richmond—James N Boyd & Co, succeeded by Jas N Boyd & Co, Inc.

Wisconsin

Kenosha—J C Tulley, cigars, etc, real estate mortgage, $1,000.

PATENTS RELATING to TOBACCO, Etc.

777,061 Cigar lighter; James I Ayer, Cambridge, Mass.



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If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
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IONA TOBACCO CO.
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Philadelphia's Most Famous Smoke
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All Havana Cigarros, ten for 10 cents. Extra Large Size, ten for 15 cents.
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ANNOUNCEMENT!

S. Omicron & Co.
announce the OPENING, on
SATURDAY NEXT, of their
Oriental Parlor, at
223 So. Broad St.,
opposite the Bellevue-Stratford, as a means of advertising their
Omicron Egyptian Cigarettes

PRACTICAL DEMONSTRATIONS of the manufacture of these CIGARETTES will be made, together with the serving of the very best Oriental and French dainties, desserts and drinks.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

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Manufacturers of

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A MARK OF MERIT.

We have been awarded a SILVER MEDAL by the LOUISIANA PURCHASE EXPOSITION for our Superior Quality of CIGARS. A marked honor for

Union Label Goods

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A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

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High Grade Union Made Cigars

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It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
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ONLY

They are always satisfactory, and the customer always returns for more.

We are the only large manufacturers running exclusively on 80th packages - - - -

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., BOX 67, YORK, PA.

We Import

SUMATRA
from AMSTERDAM

HAVANA
from CUBA

And Deal in Choice Packings Only of

SEED LEAF

Are You Getting Genuine Goods?

Be Wise!

Amsterdam Sumatra Co.

No. 154 North Third Street,

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THE LEADER

Senator Quay

Awarded a Prize Medal at the Louisiana Purchase Exposition, as a

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Territory Given Good Distributors

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Correspondence with Jobbing and Wholesale Trade Invited

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CHEWING SMOKING

Pure Natural Leaf Union Made

GEO. W. GREEN, Manufacturer, Reading, Pa.

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OLD RELIABLE BUTTS, 1⅓ oz.
OLD RELIABLE CLIPPINGS, 2½ oz. (Mild)
WORKINGMEN'S FRIEND. 2½ oz. (Plain)

Genuine Cigar Tucks and many other Private Brands.

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ESTABLISHED IN 1895.

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An Exceptional Cigar for the money, and a ready seller.

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Established 1864 Capacity 50,000 Daily

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Factory running exclusively on Mail Orders.
We can supply cheap Pittsburg Stogies at all times.

BRANDS OF OUR OWN MAKE:

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LITTLE HAVANAS
DUTCH CURLS
SPANISH LEAF (In Round Drums)
THE EDUCATORS (Cigar Shaped)
PALM FAN SWEEPERS
THE WALDORF (10 lbs. Drop Front
CLEAR HAVANAS (10 lbs. Drop Front

All Fancy Packages

PITTSBURG TUCK
UNCLE SAM'S BOYS
PITTSBURG SWEETS
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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
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550 Times Sweeter than Sugar

Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--

Specially Cleaned and Carefully Graded.

We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.

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You'll need them quick!
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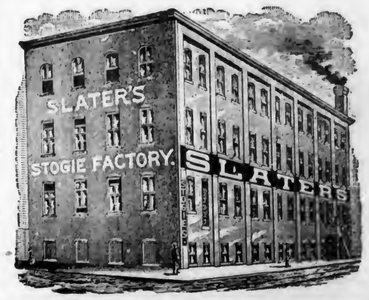

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ESTABLISHED IN 1881
Vol. XXIV., No. 52.

PHILADELPHIA, DECEMBER 28, 1904.

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and

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for

A Most Prosperous New Year.

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Jobbing and Wholesale Trade solicited.

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419 Locust St.
Philadelphia.

Factory No. 909. Bell Telephone 4836-A.

CHALLENGES COMPARISON

White Knight

FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
(Incorporated)
PHILADELPHIA, PA.

PENT'S TAHOMA 5¢ CIGARS

PENT BROTHERS PHILADELPHIA

"The Philadelphia"

A Matchless 5-cent Cigar.

One of Roedel's Best

THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

The Deisel-Wemmer Co.

LIMA, O.

Makers of

High Grade Cigars

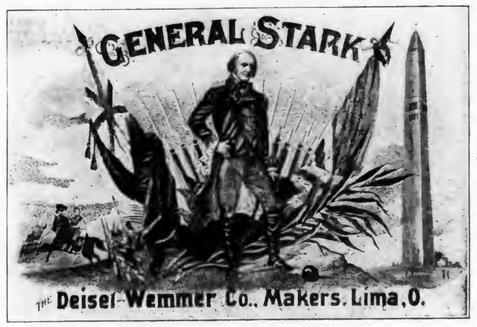
San Felice, 5c.

AND

General Stark

"For Gentlemen of Good Taste"

Sold by the Leading
Cigar Dealers and
Druggists throughout
the United States



Attractive Packages

Four Sizes, and Retails at 10c.

Send for Catalogue and Prices

ROIG'S

CELEBRATED CIGARS

FOR SALE BY ALL
FIRST CLASS DEALERS

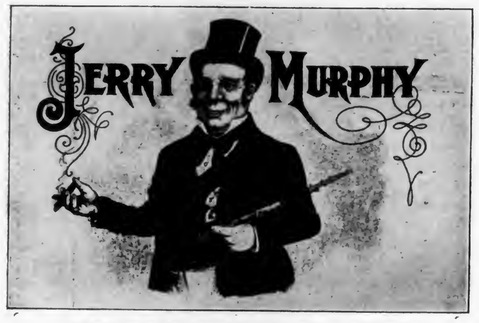
Antonio Roig & Langsdorf,

MANUFACTURERS

317, 319 & 321 NORTH SEVENTH STREET

PHILADELPHIA, PA.

JERRY MURPHY
5 Cent Cigar



THIS CIGAR SELLS ON ITS MERITS

IF YOU WANT A REPEATER
TRY JERRY MURPHY

N. & N. CIGAR CO.
READING, PA.

The N. N. N. and Major N.—Leading 10c. Brands.
Correspondence with Jobbing Trade Invited.

INDIAN AX

5c. Cigar

Roesch Bros.
--- MAKERS ---
POTTSTOWN, PA.

CORRESPONDENCE with Wholesale and Jobbing Trade Invited.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and **Manicaragua,**
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

D. S. ERB & CO.

Makers

Boyertown, Pa.

ESTABLISHED 1864.

REMEDIOS

E. A. CALVES & CO.

IMPORTERS OF

TRADE C MARK

HAVANA

VUELTA ABAJO

SANTA CLARA

123 NORTH THIRD STREET,

PHILADELPHIA

PARTIDOS

ESTABLISHED 1842.

J. VETTERLEIN & CO.

IMPORTERS OF

Havana AND Sumatra

And Packers of... Seed Leaf Tobacco

WAREHOUSES:

Lancaster, Pa. Havana, Cuba. Edgerton, Wis. Cambridge, Wis.

115 Arch Street, - - Philadelphia, Pa.

OUR TWO BIG SELLERS

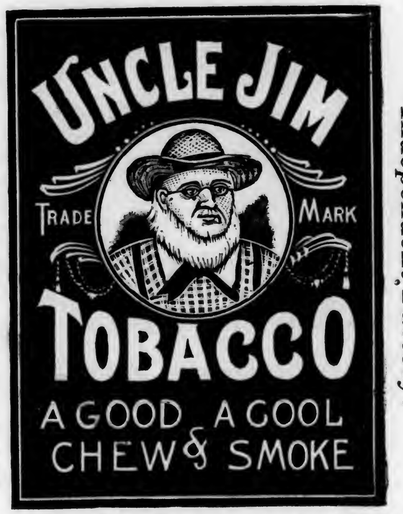
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

J. M. MITTLEMAN
Dealer in
Leaf Tobacco
No. **1619** South Street
PHILADELPHIA
Goods Sold in Any Quantity.
Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.
Havana Box Aroma
$12 per Gallon.
ITS EQUAL UNKNOWN TO SCIENCE
Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,
Manufacturer of
Fine and Domestic Cigars
WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.
The V. A. Collins Cigar Co.
Established 1898 **Marietta, Pa.** Incorporated 1901
MAKERS OF
High Grade Union Hand Made Cigars
Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar
Distributors Wanted Everywhere

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made ***CIGARS***
615, 617 and 619 Lake St.
Lancaster, Pa.

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE **Cigars**
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

FARMERS MUST NOT RETAIL.

Wisconsin Growers May Get in Hot Water With Revenue Authorities.

The internal revenue authorities in Wisconsin are after the farmers in that State for alleged retailing to consumers. Reports have been made to the department that quite a number of growers have been helping out prices on crops by selling small quantities direct to users, and Deputy Collector Joseph E. Le Roy has issued a circular as coming from the Internal Revenue Collector addressed, "To All Who Are Interested." It is as follows:

It has been frequently reported that farmers and growers of tobacco manipulate their leaf tobacco by machine or otherwise and sell the same to the consumers for smoking or chewing tobacco. This practice is a direct violation of the Internal Revenue law and is covered by a severe penalty.

A farmer or grower of tobacco is privileged only to sell his original product.

I am issuing this circular in order that farmers and growers may know the law and avoid getting themselves into trouble.

It is to be clearly understood that the farmer or grower of tobacco is not privileged to stem, roll, twist, plate, or otherwise change the tobacco, inasmuch as either one of the methods would make him a manufacturer of tobacco.

I am instructed by the Internal Revenue Collector to report all evasions of this law for prosecution.

It is stated that should this fail of effect, the department will at once go after the offenders in more strenuous fashion.

FACTORIES MUST BE INSPECTED.

New Ruling Which Affects All Minneapolis Cigar Manufacturers.

According to a new ruling all cigar factories in Minneapolis must be inspected by the Collector of Internal Revenue on January 1, 1905.

All tobacco purchased by the factory during the past year must be accounted for when the inspection is made. All cigars on hand and those sold will also be checked up by the department. The department figures that for every five pounds of tobacco there should be 1,000 cigars, and for every box of cigars revenue stamps are required, and the new ruling has the effect of a check system when the inspection reports are compared with the sale of revenue stamps.

Independence Cigar Co. Will Build Large Modern Factory.

The Independence Cigar Co., of Detroit, Mich., is about to commence operation on a new plant to be built of bricks at Hastings street and Forest avenue. The factory will be modern in every respect, and in addition to other up to date features will have a large dining room for employes, which can become an assembly or ball room on special occasions.

LOUISVILLE, PLUG CENTRE FOR AMERICAN TOBACCO COMPANY.

Removal of Paul Brown Works from St. Louis is the Beginning of the Localization of the Plug Industry in the Kentucky City, as Result of Repeal of Tax Law.

Louisville, Ky., Dec. 22.

With the removal of the Paul Brown Tobacco Works, of St. Louis, to Louisville, the American Tobacco Co. has begun final operations leading toward the making of this city the centre of the combine's plug industry.

R. K. Smith, an official of the American Tobacco Co., and who was formerly a resident director for the company in Kentucky has been here and completed the arrangements for the transfer of the Brown business, which is a large one. After Jan. 1 the brands made by the Paul Brown factory will be manufactured at the National Tobacco Works in this city. This means the employment of 800 additional men at the National, which has been running for some years at half its capacity.

This change in the policy of the American Tobacco Co. is made in pursuance of a plan long in contemplation and as a realization of the representation made at the last session of the Kentucky Legislature one year ago. At the meeting of the Legislature two years before the last session a law was passed taxing all manufacturers of tobacco in Kentucky and compelling each manufacturer to make a monthly statement of the business done on the basis for this tax.

When the law was passed Mr. Smith and other representatives of the Continental Tobacco Co. which was then the name of the company manufacturing plug, said that their company had already planned to make Louisville the centre of its manufacturing plants and to do this had proposed to close down a number of factories in other cities and bring them to Louisville.

The tax which was assessed against the manufacturers made it necessary for the Continental company to change its plans and to continue the manufacture of tobacco as it had been doing for years past. During the two years that the law was in force, the Continental Tobacco Co. paid the tax without question, but, at the last session of the Legislature, this company, together with other companies in the State, went to Frankfort and asked that the law be repealed.

It was shown that the revenues derived from the manufacture of tobacco did not realize the hopes of those who had framed the bill, and it was also promised by the Continental Tobacco Company that if the law were repealed it would carry out the plans it had in contemplation when the law first went into effect. This promise served its purpose and the law was repealed.

Immediately after the adjournment of the Legislature, the Continental Tobacco Co. through its successor, the American Tobacco Co., began to make arrangements for some of these transfers to Louisville, and the first of these is the Paul Brown plant.

The National Tobacco Works will afford ample space for accommodation for the Brown plant. Assistant Manager Bradley, of St. Louis and other heads of the various departments are already here.

There will be about twelve of the managers and foremen from the St. Louis concern. Mr. Smith could not say exactly when the Brown plant would be in complete working order in Louisville, but it was his opinion that this would be accomplished soon after the first of the year. The National Tobacco Works are located at Eighteenth street and Broadway.

DROUGHT REDUCED DIVIDENDS.

Cincinnati Tobacco Warehouse Co. Declares One-Fourth of One Per Cent Less.

Cincinnati, O., Dec. 22.

It was announced some days ago that a dividend of one per cent for the quarter had been declared by the directors of the Cincinnati Tobacco Warehouse Co. This one per cent is a reduction of one-quarter of one per cent from the last quarter, and places the stock on a four per cent dividend basis, which is one per cent lower than for a number of years past. A director of the company, in explaining the reduction, said:

"This is the first quarter of our new year. We have enough undivided profits in the treasury of the company to pay two more one per cent dividends if we do not earn anything during the next six months. Much depends upon the weather and the attitude of the Continental Tobacco Co. in going into the country and buying its tobacco direct. The reduction in the dividends can be ascribed in a large measure to the drought in the tobacco districts."

Law to Prevent Exporting of Unstemmed Tobacco.

Congressman Stanley, of Kentucky, has announced his intention of introducing a bill in the Legislature at the first opportunity requiring that leaf tobacco exported from this country be stemmed here instead of abroad.

The reduction of the tax on unstemmed tobacco in England has caused much stemming to be done abroad, to the injury of American stemmeries. The Congressman's constituents are the stemmer people of Owensboro, Henderson and Hopkinsville.

New Cigar Factory for Perth Amboy.

It is reported in Perth Amboy that Hirschhorn, Mack & Co. are negotiating for more land in that city to build a big cigar factory similar to the one which the company has in this city. The company has a factory in Perth Amboy, but it has outgrown its quarters there and must have more room.

ANOTHER DUKE MARRIES.

Brother of American Tobacco Co. President Wedded for Third Time.

Another member of the Duke family has entered the bonds of matrimony, although in this case the bridegroom is encountering no new experience. Brodie S. Duke, brother of James B. Duke, president of the American Tobacco Co., has married Miss Alice L. Webb, of Chicago, and the couple have gone abroad on their honeymoon.

This makes three times Mr. Duke has been married. His first wife died several years ago. Later he married a Miss Woodward, of Chattanooga, from whom he secured a divorce early in the present year. The bride is a daughter of William H. Webb, of New York. The ceremony was performed by Dr. Parkhurst, of the Madison Square Presbyterian Church. Mr. and Mrs. Duke will live in New York City.

James B. Duke was married November 29 last to Mrs. L. H. McCredy, at Camden, N. J. He and his brother are the sons of Washington Duke, of Durham, N. C., who was a poor farmer, who started a small tobacco business in Durham, N. C., in order to recoup his fortunes at the close of the Civil War.

LANDFIELD BROS. BANKRUPT.

New York Tobacco and Cigar Manufacturing Firm Files Petition.

Joseph M. and Harry Landfield, who composed the firm of Landfield Bros. & Co., of New York and Chicago, tobacco and cigar manufacturers, have filed a petition in bankruptcy. The firm's liabilities are $10,000 to the Citizens' Bank and Trust Co., of Tampa, Fla., and there are no firm assets, except some cash in the above named bank held as security under a general lien, the amount not being mentioned.

Joseph M. Landfield has undividual liabilities of $21,333 and no available assets, except one share of stock of the corporation of Landfield Bros. & Co. The principal creditors are J. Friedman & Co., of Chicago, $8,000, secured; Sutter Bros., $2,500, and the Monroe Bank, $2,300. Harry Landfield has individual liabilities of $4,800 and nominal assets consisting of all but two shares of stock of the corporation of Landfield Bros. & Co., which is in bankruptcy. Joseph M. was president and Harry treasurer. The corporation was incorporated in April, 1899, with a capital stock of $25,000, and is said to have had a business at Tampa, Fla.

Alleged Tobacco Smuggler Surrenders Himself.

New York, Dec. 22.

Charged with having smuggled 943 pounds of tobacco into the United States from Canada and indicted by the Federal Grand Jury in Michigan, B. Hyman today surrendered himself to United States Commissioner Shields, and was held in $1,000 bail for examination.

The charge is made that Hyman took the tobacco, valued at about $3,000, from a bonded warehouse in New York, shipped it to Canada and then smuggled it across into Wayne County, Mich. Hyman denies the charge.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF

Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED HAVANA D&T Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1849

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* *Tobacco*

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA SEED LEAF TOBACCO SUMATRA

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in *LEAF TOBACCO*

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman,

IMPORTERS of Sumatra & Havana

217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Old Salesman's Musings.

"WHAT'S IN A NAME?"

Listen to this epigram: The man who succeeds is the man who remembers names. I am willing to admit that there is nothing glaringly new in this statement, but like a considerable number of other epigrams, it always has been and always will be true. Human nature is one of the weakest things in the scheme of creation and a little thing like correct identification after a long period pleases some men more than getting a lot of money would.

What brought this again to my attention was an incident which I witnessed in a certain cigar manufacturer's office not many days ago. A man came in to place a small order for cigars with the manufacturer—something like 500.

"I want to try them on my customers," he said, "although my trade is a peculiar one and it's very hard to push a new brand I'll be obliged if you'll send them to 927 Blank street, Reading."

"Certainly, Mr. Jones," said the man who was attending to him, writing down the name and address. "Your initials are J. W., are they not?"

"Why how did you know that," asked the retailer, surprisedly. As a matter of fact his store was not under his name and for a man who didn't know him personally, the address gave no clue to his identity.

"You have been here before, Mr. Jones," said the manufacturer.

"Never but once and that was two years ago."

"Yes, your little girl was with you."

"Well, I declare," said the delighted dealer. "You've certainly got a wonderful memory." He dilated on the subject and repeated his expressions of amazement until he had become so enthusiastic that he ordered five times the original quantity of cigars and assured the manufacturer that if they didn't sell he'd know the reason why.

"And I'm positive that he made no idle promise," said the manufacturer to me. "He'll become a good customer, and just because I remembered his initials."

"I didn't know you were any memory wonder," I said.

"Well, may be I'm not a wonder, but I happened to see something just about like this when I was starting in business as a young man and it made me think. I decided that I would cultivate the name habit, and I've got it down so slick now that once I get a line on a face and the name that belongs with it, they never get by me. It's been worth dollars and dollars to me, too."

This sounded like pretty wise talking to me, and, thinking it over, I framed up the epigram which I staked you out to at the beginning

Nothing is more aggravating at times than to be "called out of your name," particularly when the blunderer hands out a different one each time.

Don't go to the other extreme though. There is one man in the cigar business in Philadelphia who has evidently made a specialty of the name proposition and calls ninety per cent of his customers by name the minute they open the store door. That's all right. But he continues to call them by name all the time they are in the store until his conversation sounds like a Mother Goose book, or the old verse:

Owen Moore's in town today
Owin' more than he can pay
Owen Moore goes home today
Owin' more.

His patter runs something like this:

"How are you today Mr. Boomswanger?"

"Lemme see that box I had the other day."

"Yes sir, Mr. Boomswanger. All the best judges say that's a very fine smoke, Mr. Boomswanger."

Mr. B. fumbles around in the box and selects a half dollar's worth.

"Will that be all today Mr. Boomswanger?"

"Yes."

"Have you bought your Christmas cigars yet, Mr. Boomswanger?"

"No."

"Well, if you've just got a minute to spare, I've got something mighty nice here, Mr. Boomswanger, that I'd like to show you."

"Well?"

"Here is the best article that I have seen for the money in a long time, Mr. Boomswanger. Beautiful package, too. How many will I sell you, Mr. Boomswanger?"

And so on, until our friend Mr. Boomswanger passes out and gives place to Mr. Pitcomber. It gets very tiresome after a short time and tends to make a man sick of his own name. Also, it sounds as if you were telling it to yourself every three seconds so you wouldn't forget it before the man went out.

So if you want to be successful strike the happy medium that is valuable in all things and put your forgettery occasionally in operation as well as your memory.

THE OLD SALESMAN.

THE DRUMMER'S DREAM.

A little room in a little hotel
In a little country town,
On a little bed with a musty smell,
A man was lying down.

A great big man with a great big snore—
For he lay on his back, you see—
And a peaceful look on his face he wore,
For sound asleep was he.

In his dream what marv'lous trips he made,
What tremendous bills he sold!
And nobody failed, and everyone paid,
And his orders were good as gold.

He smiled and smothered a scornful laugh
When his fellow drummer blowed;
For he knew no other had sold the half
Of what his order book showed.

He got this letter from home one day:
"Dear Sir: We've no better term
To use in your case than simply to say
Henceforth you are one of the firm."

And a glorious change this made in his life;
He now from the road withdrew;
And really, soon got to know his wife;
His son and daughter, too.

And then he moved from his obscure flat
To a house on the Avenue;
Lived swell, was happy, got healthy and fat,
Respected, and wealthy, too.

But with a thump, bang, whang, thump, again,
The landlord stood in the door;
"It's purty nigh time for that 6:10 train!"
And the drummer's dream was o'er.

—Exchange

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

SEND US NEW WINDOW DISPLAYS.

All dealers are invited to send, for reproduction on this page, pictures of fancy window displays and new store ideas which they have tried, or proposed ideas which they may wish criticized.

WORDS TO THE WISE.

THE TOBACCO WORLD'S Milwaukee correspondent sends the following timely matter, which is bound to be interesting and useful to the wise retailer:

The windows of the local retail cigar stores are attractively decorated for the holidays, and they size up well with the windows of other kinds of stores, which are decorated for the children and the women. One doesn't usually think of it that way, but a man is just as particular to have things fixed up attractively for himself as a woman for herself. It is noticeable that four out of five men, when they enter a well decorated store, will look around and remark about any new "fixings."

This fact was called to my attention by a leading wholesaler and retailer of this city, who has been in the cigar and tobacco business for twenty years. He attributes his continued success and increasing business to carefully regarding the wants of the men and boys who frequent his place of business. When Christmas time comes around, he gets the nicest wreaths, trims his show windows with the best he has in stock, gets after the new ideas in decorating, gets a good card writer to fix up some signs, and he stays around the store himself. Moreover, the man does not depend on his clerks to do the decorating, but thinks it is better done by himself.

"I have taken a good many tips about fixing up the store, and particularly the windows, from suggestions in The Tobacco World," said a progressive retailer. It certainly speaks well for a paper which is continually looking after the best interests of the trade. I think every man who has anything to do with the tobaaco industry—leaf, manufacture, cigars, chewing, supplies, etc.—should subscribe for a good, live trade paper. I have been reading The Tobacco World for several years, and have noticed a wonderful improvement in it within the past few months. The field is exceedingly well covered.

• • •

DEVICE FOR REMOVING CIGAR BANDS.

IT has not been a very great while since the man who selected his cigar from a box in which every one has a rich looking little band around it, was careful to keep the band on while he smoked the cigar, and would even slip it down toward his mouth as the cigar smoked up.

This was done because the band denoted quality, but this marking soon became so extensive that many men began to tear it off before they lit up, it getting to be the impression that leaving it on made a man look too much like a cheap sport. In fact, the only way in which this form of marking serves now is as a means of identification, which has often had the object of preventing substitution of inferior goods.

The use of the band has become so general that there seems to be a demand for some means of readily removing the same. One might think that this was a matter of no difficulty, but it is a well-known fact to cigar smokers that most bands are placed on cigars so tightly that it is difficult to remove them. In attempting to remove the band with the finger nail or with the point of a knife it frequently happens that the wrapper of the cigar is so punctured or torn as to injure the smoking quality of the cigar, if not to entirely destroy it.

To facilitate the removal of the band an inventor has conceived the idea of making use of a thread, string or cord under the band, having the ends thereof projecting beyond the edges of the band, brought together and tied into a knot, forming a loop. This loop can be readily taken hold of by the thumb and finger, and by pulling on it the band will be readily severed, without marring the cigar wrapper in the least. This severing device may be placed under the band after the band is put upon the cigar, or it may be put on the cigar at the time that the wrapper is placed thereon.

• • •

HERE'S A GOOD SCHEME.

THERE is a man out in Illinois who recently decided to go out of the cigar business, and not finding a buyer outright, was compelled to sell his stock. Wishing to avoid the usual necessity of having to close out his stock by auction at a big sacrifice, he adopted a scheme which proved by its results to be just the thing.

He made announcement that, beginning on a certain morning, his stock would be sold in combination packages at 25 cents a package. He then made up the packages, putting in each one a combination, the face value of which was a little more than the 25 cents. Each man paid his quarter and selected a package.

The scheme worked in great shape, and the dealer realized much more on his stock than would otherwise have been the case.

EXHIBIT OF "CINCO" AT THE TOBACCO SHOW.

ONE of the most handsome of the displays at the Tobacco Show week before last was the exhibit of Cinco made by Otto Eisenlohr & Bros. The cut shows how this universally smoked cigar was shown to excellent advantage, flanked by American Beauty roses, in a sumptuous glass case. The slight blur at the top was caused by the electric lights in the sign, which spells "Cinco."

MONEY ON STORE APPOINTMENTS A GOOD INVESTMENT.

THERE is a certain store in Philadelphia which, the writer believes, does its good business because of the feeling of luxury which the establishment imparts to even the casual customer. The place is situated in a section of the city which is not noted for luxurious looking stores, and, accordingly, the effect is all the greater.

Naturally, it cost a good little sum of money to fit the store up, but the dealer declares he has got it back many times over, and considers it the best investment he ever made.

First, the establishment, without being either gaudy or strikingly rich, presents an appearance which draws to it every customer in sight, half the time whether he needs anything or not.

Once inside he looks around in manifest approval, and, unconsciously influenced by the environment, not infrequently spends more money than he had intended.

It is that indefinable luxury-imparting feeling that it gives to the customer. If he is well dressed he swaggers around the store with an air of perfect familiarity with swell surroundings that he has to make good in his purchases.

Some men, when they get their good clothes on, frequent the lobbies of the big hotels and stand prosperously around until it is time to wake up, hugely enjoying themselves.

Men of this sort form no inconsiderable class, and as they regulate all their movements on the same line of purpose, the cigar store that gets their custom is the one which has the desired atmosphere.

Neither does it require a snob to appreciate an unusual amount of temporal comfort which may be obtained even in the two minutes occupied in making a purchase. And when an agreeable proprietor or intelligent clerk succeeds in making each customer feel that the establishment is being run largely for that particular customer's convenience, there is going to be lots of business done.

• • •

FOR YOUR NEW YEAR TRADE

HERE is an advertisement or a window card which may be used by any dealer who is intending to push a new brand on his New Year trade. It is a good time to catch the people and a card properly displayed will do the work.

SWEAR OFF SMOKING POOR CIGARS.

Turn Over a New Leaf

but let it be the leaf that is used to manufacture our

FAMOUS —— CIGAR

That is the Leaf that will stand turning over many times.

It's the Cigar For Your Money.

Your Cash Absolutely Guarded

IF YOU USE A "NATIONAL"

A Multiple-Drawer National Cash Register protects proprietor, customer and clerk alike.

It keeps an accurate printed record of your cash sales, your credit sales, money paid out, money received on account, and indicates when change is made.

It shows which clerk handles each transaction, thus enforcing carefulness, accuracy and honesty.

It pays for itself by increasing the efficiency of your clerks and stopping losses.

We make cash registers to fit any business and any purse.

National Cash Register Co.

DAYTON - - - OHIO

SCHLEIFSTEIN MEETS EVERYONE

And Everybody Meets Schleifstein, Who, Loaded With Samples, Votes Tobacco Show Great Success.

Wolleverstettel, Pa., Dec. 22, 1904.

Tobacco World:—

Ich hop eier brief im hond und will eich hartzlich garne sowga wos ich denk fum duwock show.

Well, ich wore olla dawg om show fum morrigates free bis s'pote in de nocht, so os ich nix farfala date, und ich will eich sowga ich hop de ora s'pitzed kotta unde de owga wide uf, so os ich feel ksana und kared kop.

Es wore gavis grand, und ich hop hara sowga os des yust en show wore fer de leit tzu wisa wos de unnershitlicha firms mocha, ovver ich hop dutzend wise leit ksana os goods kauffed hen, shere lauder nia brands chaw duwock, sigars und smoke duwock.

Ich hop net fershtna kenna fer wos os de leit nia goods kauffa, no hop ich ainer kfroched—"kunsht do dun de nia goods farkauffa," no secht are; "well es is dennawake, de firms os de goods mocha hen olla dawg hunnerd wise samples weck gava end see worra so gude, und now wella my beshta customers era goods immer usa."

Ich hop aw ksana os gonse nia firms era sigar om show kotta hen, os noch kor kenna ferkauffed hen, und se hen grawd a wake fum de grashta jobbers gricked era goods tzu handla, ebbes os ols for common yora nemmed.

Wos meir es orrichst wore, wore de maraguartich feela leit os des show ksana hen, leit fum ivver de gonse United States und Cuba, os ich ksana hop os es folk ous finna wella welcha goods os net gmoched sin by de trust.

Es wora feela shana socha dot gawissa und yadra hut si bestas brovered era goods recht tzu wisa.

De Leit os den duwock moch as "Roder Deivel" hasa dut, hen immer en grossa crowd kotta, se hen so eing dings kotta wos see en "Phonograph" hasa, und won de weipsleid band net music ous kalaled hen hen see mit era machine. See hen tzwa karls kotta os uff gadressed wora we Roda Deivel os samples fum era duwock ous gevva hen, und tickets fer en shana guldna watch, yusht fer era duwock tzu advertisa, es wore en bush gnippel dort gavest fum New Jersey os blose ein ticket kotta hut und are hut by em dihenker de watch gricht. Ich hop selvert evver tswa dousand tickets kotta, ovver ich bin en ux und hop sie lava ken glick kotta on so ebbes. See hen mich ols so shoaf owgich aw gagucked, ich hop dena Roda Deivel als fum mina finshta drei fer fimf sigars gevva fer tickets.

De leit os de Bachelor sigar mocha hen oller dawg tsa boxa weck gevva und de Quality leit fimf boxa, ovver ich hop kenna gricht, ich hop my mind uff gamoched os ich amole tzu en wored sawger gay usht tzu hara wos see wawga date fum my shlecht glick, ovver ich denk ich wore net glicklich gaborra, ich hop de "Mam" kfrocked won ich gaborra wore, ovver se hut my daufsheind net finna kenna, und es is era by kfolla ovver se mained ich wore siv-und drisich won de circus nuch Allentown kummed.

Ich bedunk mich os eir mich gfroken hen fer my opinion fum show, weil de leit doe rum oll wissa os ich dart wore, und os schwetza gate mer net gude, now kenna see eier tseiting lasa, so we yadera sigar mocher and dealer sed.

SAM SHLEIFSTEIN.

BLACK THREADS

Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.

Packed by hand in 3½ oz. packages.

Union Made. The Wrappers are Good for Premiums.

Write us for Samples and Prices.

The Gem City Tobacco Co.

DAYTON, OHIO.

A LINE OF HIGH GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,

Suc'ors to Nixon Nozzle & Mach. Co.

DAYTON, O.

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Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
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Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

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Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
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Importers of Sumatra and Havana — Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET HAS SLACKENED TILL TURN OF THE YEAR.

Future Buyers Must Rely for Purchases on Dealers' Holdings, as Very Little is Still Held by Farmers. Those Who Delayed Buying for Lower Prices Will be Disappointed.

[Special Correspondence of The Tobacco World.]

HAVANA, December 19, 1904.

Notwithstanding the fact that business usually slackens up during the latter half of December, a good many transactions have been concluded in the Havana market during the past week, as will readily be seen by the number of bales reported as sold later on.

All kinds of leaf, from Vuelta Abajo and Partido factory vegas to the heavy styles of quality in Vuelta Abajo, as well as Remedios, first and second capaduras, were traded in, and prices closed very firm for all good vegas.

Future buyers will have to rely entirely upon the holdings of our dealers, as the stocks still held by farmers in the country are exhausted in the Santa Clara province, while there is very little held in the Partido section. In the hilly districts of the Vuelta Abajo a limited quantity might still be procured, but that that same cannot be of the best, stands to reason, as otherwise the dealers would have taken hold of them long ago.

It seems to be the universal opinion that many buyers from the North have delayed making their usual trips to this island in the hope of eventually securing the classes which they are looking for at lower prices, but it seems that they will be disappointed in this respect if they want to purchase only fine goods. The advantage in their favor is that there may be less shrinkage in weight, but on the other hand the prices for the same goods are higher than they could have been purchased for a couple of months ago.

The choice leaf still unsold will not be parted with by the holders below their asking prices, but if a buyer is less particular as to the cleanliness of a vega, or as to the quality, prices can be made to suit him, and of such goods there is enough yet to be had in the market.

Sales

amounted to 8,220 bales in all, or 5,194 of Vuelta Abajo, 811 of Partido, and 2,215 of Remedios. American buyers, including such houses as are established here and in the North, have purchased 6,202 bales, while for Europe 500 were taken out of the market, and the local cigar and cigarette factories, supplied themselves with 1,518 bales.

Buyers Come and Go.

Arrivals:—Edward Hilson, President of the Hilson Co., Sol Hamburger, of Hamburger Bros. & Co., S. Greenhall, of Elias Bach & Co., O. J. Janover and H. Erlich, of the Erlich Mfg. Co., Julius and Bernard Lichtenstein, of Lichtenstein Bros., New York; Faustino Lozano, of Lozano, Nistal & Co., Tampa; A. Waldman, of I. Friedman & Co., Chicago. Returned:— Bruno Diaz, of Bruno Diaz & Co., Havana and New York.

Departures:—Louis and Louis C. Cantor, S. Jaffe, Harry Erlich, O. J. Janover, Otto Sartorius, S. Salomon, Sidney Rothschild, and C. Dankowitz, for New York; Manuel Garcia, Emil Wedeles and Wm. Hecht, for Chicago; Joaquin Hedesa, for Key West.

Havana Cigar Manufacturers

are not quite as busy as they have been, but everybody seems to think that there will be good business again after the turn of the year. The new import stamp of the United States evidently is not appreciated by the importers of Havana cigars in the North, as the American Government has placed a great temptation in the hands of dishonest retailers, who can readily dispose of a box of imported cigars until empty and then place the ridiculously small import stamp upon a box of domestic cigars and thus palm off such goods upon the unsuspecting public as genuine imported cigars.

The union of manufacturers upon this island is hurrying matters to have the only protection left to them, by issuing the Cuban protective export stamp as quickly as possible. Besides, it is to become a custom that each factory will ship only cigars with rings to the United States in future, as an additional guarantee to the smokers.

The proposed reduction to 25 per cent of the Dingley rates upon all Philippine tobacco and cigars is watched here with great interest, and if Congress should make this sweeping reduction a law, it might indeed be a hard blow to the manufacturers of the cheap domestic cigars and the farmers in the United States. Cuba can not be affected by this measure, as Havana tobacco admits of no competition in the world, owing to nature's special bounty in having created a special soil and climate that is found nowhere else upon this planet. The only two future solutions for the United States in order to produce the choicest cigars in larger quantities and at a more reasonable cost to the maker, is either to abolish all duties upon Cuban leaf and

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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INDEPENDENT OF ANY TRUST
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Purveyors to H. M. The King of Spain
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Leaf Tobacco Merchants

Principe Alfonso 116 y 118

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ANTONIO SUAREZ

S en C

Almacen de Tabaco en Rama

ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO

Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.

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Cable: "JEDESA."

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JORGE & P. CASTANEDA

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 108--110, HAVANA

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

Royal Cigar Factory

INDEPENDENT

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba.

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Almacenista de Tabaco en Rama

Especialidad Tabaco de Partido

Vegas Proprias Cosechado por el

Monte 26, **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.

Almacenistas de Tabaco en Rama

Specialty in Vuelta Abajo, Semi Vuelta y Partido,

Industria 176,

HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270.

Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco

Cardenas Z, and Corrales 6 and 8,

HAVANA, CUBA.

SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS.

P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO

GROWER, PACKER AND DEALER IN

Vuelta Abajo, Partido and Remedios

Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.

Dealers in Leaf Tobacco.

and COMMISSION MERCHANTS,

Monte 156, Cable—"CALDA." *HABANA, CUBA.*

cigars, or to annex this island at the proper time. All experimenting to raise tobacco in the present United States, equal to the product of the Vuelta Abajo, or even Partido and Remedios, has proved to be a failure and a costly business to the taxpayers.

H. Upmann & Co. exported last week 600,000 cigars.

Cifuentes, Fernandez & Co. had a small fire, which luckily was extinguished before any material damage had been done in the Partagas factory. There is no interruption in the activity of this concern.

Rabell, Costa, Vales & Co. are in receipt of good orders for Ramon Allones, Cruz Roja and Marques de Rabell.

J. Vales & Co. will have the grand distribution of prizes of their La Eminencia cigarettes upon December 23rd.

Behrens & Co. are specially favored with large and costly orders from Germany.

J. F. Rocha & Co. note no falling off in the demand for Crepusculo, Nene and Jefferson in the United States.

Enrique Dorado & Co. are fairly busy for all markets.

Remigio Lopez y Hno. will remove their La mas Fermosa factory to San Miguel 113 by the end of this month.

Buying, Selling and Other Notes of Interest.

The Cuban Land and Leaf Tobacco Co. purchased 1,500 bales of leaf last week.

Muniz Hnos. & Co. made one sweeping sale of their Montezuelo holdings, amounting to 1,205 bales.

Harry Erlich and O. J. Janover secured about 1,200 bales of choice Vuelta Abajo and Partido vegas for the Erlich Mfg. Co., as well as for the Teodore Perez Co., of Key West.

Jose F. Rocha sold 500 bales of Vuelta Abajo.

Emil Wedeles, who left for Florida last Saturday, had purchased fully 800 bales of very fine Vuelta Abajo vegas, and in order to get them paid full prices.

Loeb-Nunez Havana Co. disposed of 436 bales of Vuelta Abajo, Partido and Remedios from their large stock on hand.

C. Dankowitz was a buyer of 700 bales of Vuelta Abajo and Partido.

Manuel Garcia Pulido closed 351 bales of his fine Remates vegas.

Leslie Pantin was a large buyer for his customers during the past week.

Suarez Hnos. reduced their holdings by 300 bales, but continue to reserve some fine vegas for their later customers.

Garcia & Co. have done some good business, and while Don Manuel remains unwilling to say anything for publication, well informed parties say that they must have turned over more than 1,000 bales.

Mark A. Pollack was hustling in the market, and could be seen registering tobacco in many places.

Gonzalez, Benitez & Co. sold 250 bales of Remedios and Vuelta Abajo.

Jose Cayro e Hijo shipped 250 bales of Partido to their customers.

Grau, Planas & Co. disposed of 250 bales of Remedios.

Sobrinos de A. Gonzalez do not report any sales during the past eight days, but after the big business done by this house, a quieter spell is in order. In the meantime, Don Antero keeps his weather eye open watching the situation of the market and preparing for an active month to come, as they have some good tobacco left yet.

Aixala & Co. were sellers to the extent of 200 bales of Vuelta Abajo.

William Hecht has made some good purchases for his Chicago house.

Jose Menendez sold 172 bales of Vuelta Abajo.

G. Salomon y Hnos. disposed of 171 bales of the same kind of leaf.

A. Pazos & Co. turned over 163 bales of Partido and Vuelta Abajo from their stock.

Jorge & P. Castaneda closed out 162 bales.

A. M. Calzada & Co. made some transactions amounting to 140 bales of Vuelta Abajo.

B. Diaz & Co. sold 100 bales of Vuelta Abajo and Partido wrappers to local factories.

Rabell, Costa & Co. turned over 87 bales of Vuelta Abajo.

Gustavo Salomon.—The news of his untimely demise became known here on Friday afternoon and has been deeply felt, as he had been well liked and universally esteemed in the tobacco trade through upright and fair dealings. The firm and family have the sympathy of the Havana tobacco community.

Receipts From the Country

	Week Ending Dec. 17. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,992	239,289
Semi Vuelta	540	22,164
Partido	37	57,415
Matanzas	130	334
S. Clara & Remedios	2,108	82,463
Santiago de Cuba	——	657
Total	4,807	402,322

Allentown Jottings.

Allentown, Pa., Dec. 26.

The Victor Thorsch Company has been rushed to the utmost capacity of all of its three factories to keep pace with the rapidly growing trade. There was an unexpected rush for holiday goods packed in especially attractive packages.

I. Berman, at 742 Hamilton, the local distributor for Victor Thorsch Co.'s Bachelor cigars had been doing an exceptionably good holiday trade in both the retail and jobbing departments.

The retail trade here has been only moderately good with many of the dealers, yet there are a few exceptions as in the case of J. M. Werley, on Hamilton street, who enjoys one of the most extensive retail trades in this city.

The Emaus factory of Jeitels & Blumenthal, Ltd., of Philadelphia, has been busy for some months on 5 and 10 cent goods exclusively.

E. H. Hamman, J. F. Fretz and W. W. Hamman, are all fairly busy at present.

NEW CIGAR AND TOBACCO CONCERN.

An application for a charter for a new cigar and tobacco concern has been filed in the Register's office, of Memphis, Tenn., to be known as Jordan, Gibson & Baum, (Inc). The capitalization is $50,000 and the applicants were R. L. Jordan, F. G. Gibson, David Baum, S. Lehman and Sam. Henderson.

J. F. ROCHA & CO. S. en C.

Manufacturers of the Celebrated Brands

"Crepusculo," "Nene" and "Jefferson"

100 San Miguel St. Habana, Cuba

Cable:—CREPUSCULO

The Output of these Brands is 40,000 Cigars per day.

United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.

Almacenistas de Tabaco en Rama

Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,

COMMISSION MERCHANT

LEAF TOBACCO and CIGARS,

Obispo 29, Cable—"Blasco." *Habana, Cuba.*

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Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.

Leaf Tobacco Warehouse,

MONTE 199,

Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders. Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, DEC. 28, 1904

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE DAWNING OF A PROSPEROUS YEAR.

Christmas has come and gone, and in three days it will be 1905. The year opens with a strong, hopeful feeling that prosperity will arrive early and stay late, and while the year now closing does not record any very high tide of business, trade can be said to have been up to par in the majority of cases, and above par in others.

There are numerous reasons why money should be in good sound condition for an indefinite period ahead of us, and very few reasons why it should not. The great business done in tobacco together with its kindred industries in the United States is in a very healthy condition just at present, despite the occasional remarks heard on the devastating evils of trusts in general and one in particular, and it is improbable that the few minor points of complaint which are now concerning the domestic trade, will cut much of a disturbing figure.

For instance, it does not seem likely at this writing that the Philippine tariff rate will be cut. The tobacco trade can be counted in the aggregate as a Republican trade, and it is a Republican administration which is in power. The trade is a solid body against the cut, and for once, independents and combine are united in opinion.

It has not been conclusively demonstrated yet that such a cut would work any general benefit. To veto the cut would disappoint Secretary Taft, who seems to feel responsible for the Philippines, and would cause a vague disappointment in the minds of those consumers whose detached interest in the matter has sprung from their pocket books rather than their heads. To institute the cut would indisputably work against the interests of the domestic business, for the old rule is quite good in this case, that if the cut wouldn't have any effect worth taking into consideration, (as has been advanced), then it isn't worth bothering with at all.

The new import stamps are on the boxes, but there is considerable difference of opinion as to their utility, or rather lack of utility to the importer, owing to the enterprising and ambitious stamp which the Cuban manufacturers intend to paste on their boxes. Some domestic manufacturers believe that the old stamp worked harm because of the existence of a large class of consumers who would rather smoke a cabbage stalk from an imported box than a genuine clear Havana from a box made in a United States factory.

Others felt that the average consumer looked for the conspicuous stamp because he believed it to be a practical guarantee of quality, issued by the government authorities after an inspection. The mere fact that it was nothing of the sort, didn't interfere with the belief that it was. Those manufacturers who hold this opinion feel that they have got all they could hope for in the new import stamp, as the presence of a Cuban stamp, however large, cannot of course convey any quality message from Uncle Sam.

Any way the matter is looked at, though, there is not a great deal of dissatisfaction, and none of these clouds are large enough seriously to obscure the sun of an increased prosperity which is believed to be rising. The Southern tobacco growers and the American Tobacco Co. are rather at loggerheads, but the former have been doing organization stunts for some time now, and claim to be satisfied with prospects, and no one has heard any complaints from the American Tobacco Co., so there is no need to infuse that matter as an anti-optimistic item.

The Tobacco World is in a cheerful mood at this turn of the year, as it is making a few arrangements to reap a little of the prosperity itself. A number of subscribers have been kind enough lately to volunteer the statement that the paper is pleasing them, and one of the steps to prosperity is popularity.

When next year rolls around it is believed that these spontaneous expressions of approval will be much more numerous, although they cannot be more hearty. It will be the aim of the publishers during the coming year to make each issue of the paper more attractive than the last. Some of the paper's present departments will be developed as far as they are susceptible of development, other interesting departments will be added from time to time as there is a chance for them, and The Tobacco World's news service will be perfected until it becomes a fact that not a single member of the tobacco trade can afford to do without the paper.

The Tobacco World's circulation has been increasing by bunches at a time lately, and from present indications it will continue to advance until, when another year has passed, our mailing lists will constitute a complete directory of the trade from coast to coast.

Modest predictions! but predictions which we consider ourselves able to bring true. And as we enter upon this era of such augmented prosperity for all of us, we have the honor to wish all our readers, present and prospective, a Happy New Year.

MUST PAY DOCK RATES ON IMPORTED LEAF.

Decision in Case of G. Falk & Bro. Recalls Campaign Waged by National Leaf Association to Secure Valuation on Weight at Time of Withdrawal Instead of Entry.

A decision which is of great interest to every importer of leaf tobacco has just been handed down by Judge Platt in the United States Circuit Court in the cases of G. Falk & Bro. and the American Cigar Co., the decision affirming the Board of General Appraisers as to allowances for shrinkage in weight of merchandise while in bonded warehouse.

The merchandise involved consisted of tobacco entered in bond and subsequently withdrawn. At the time of withdrawal the importers claimed that the tobacco had lost in weight and that duty should be assessed according to the weight at that time, the Collector having liquidated the duties upon the entered weight of the merchandise. The importers further contended that section 20 of the Act of June 10, 1890, as amended by the Cuban Reciprocity Act, authorized them to withdraw the merchandise from the warehouse upon payment of duties and charges based upon its weight at the time of withdrawal. To reach this conclusion, however, they were obliged to contend that the section referred to repeals section 2983 of the Revised Statutes, which reads: "In no case shall there be any abatement of the duties or allowance made for any injury, damage, deterioration, loss or leakage sustained by any merchandise while deposited in any public or private bonded warehouse."

In affirming the Appraisers' decision, Judge Platt said: "I cannot find any sound reason for believing that the Congress did not have section 2983 in mind when it enacted said section 20, as amended. It is obvious that section 20, especially as amended, refers exclusively to rate rather than weight."

This decision recalls the long and unavailing efforts made a few years ago by the National Cigar Leaf Tobacco Association, originally known as the Cigar Leaf Tobacco Board of Trade of the United States, to have the assessment of duty upon the weight at the time of withdrawal rather than upon entry.

The McKinley law for assessment and collection of duties on imported tobacco, section 50, provides "that when duties are based upon the weight of merchandise deposited in any public or private bonded warehouse, said duties shall be levied and collected upon the weight of such merchandise at the time of its WITHDRAWAL." This provision of law was in force until the passage of the Dingley bill in 1897, which was a verbal duplicate of the passage just quoted, with the exception of the last word, which was ENTRY instead of withdrawal.

Under the act of 1890 it was necessary to weigh the goods when first entered in the bonded warehouse and again upon withdrawal, and on the latter weight duties were paid.

On March 7, 1900, John R. Young, of Philadelphia, then president of the National Cigar Leaf Tobacco Association, appeared before Congress' Committee on Ways and Means and made a comprehensive argument in favor of an amendment of the clause so that it might have its original interpretation. This argument, among many other items, explained the necessity which importers are under of buying in the foreign market long in advance of their needs and at a time when the tobacco contains a maximum of moisture, while the law holds the tobacco in the warehouse until most of the natural moisture has been eliminated. The tobacco will also gather considerable weight on the voyage here, which it quickly loses in warehouse and after it has been weighed on the dock. Mr. Young called attention to the customs laws of other countries, and summed his case in this statement:

"The actual weight at the time of going into consumption is the only weight which should be recognized. Say of 1 000 pounds of tobacco were imported and if at the time of withdrawal natural shrinkage had reduced the weight to 950 pounds, only the latter quantity would go into consumption and not the 1,000 pounds as imported. Why, then, should duty be imposed upon that which does not exist?"

The National Association followed this with a vigorous campaign, but owing to some adverse influences, the matter was dropped in Washington.

—H. H. Abernathy, of Owensboro, Ky., will re enter the tobacco business as proprietor and manager of a large warehouse at Hopkinsville. He has leased the Nelson warehouse on the L. & N. railroad, between Tenth and Eleventh streets, and takes possession January 1.

HIGHEST AWARD
Cullman Bros.
GOLD MEDAL, PARIS EXPOSITION, 1900

CULLMAN BROS.' TRADE MARK.

CLASSIFICATION
OF
CULLMAN BROTHERS'
1903 Re-Sweated
ZIMMER SPANISH

In Lots of One Hundred Cases, as follows:

Buck-Eye Inspection Co.,
MIDDLETOWN OHIO.
I. HALE, INSPECTOR

Cullman Bros.'
Sample Ticket.

3	cases	19	inch	8	cases	19	inch
4	"	18	"	8	"	18	"
8	"	17	"	12	"	17	"
11	"	16	"	13	"	16	"
15	"	15	"	16	"	15	"
14	"	14	"	12	"	14	"
16	"	13	"	12	"	13	"
12	"	12	"	9	"	12	"
10	"	11	"	6	"	11	"
5	"	10	"	2	"	10	"
2	"	9	"	2	"	9	"
100				100			

Buck-Eye Inspection Co.,
MIDDLETOWN OHIO.
I. HALE, INSPECTOR

Cullman Bros.'
Sample Ticket.

These Tobaccos have been **Selected from the Choicest Crops Grown,** and Assorted, Packed and Re-Sweated with the best expert care.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Drascati.

R. H. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

84 SCHOENER CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1885.
Telephone, 4027 John. No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Ignacio, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "Hirsch"
Joseph Hirsch & Son
J. J. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Dec. 26.

Christmas has come and gone, and the eve of the New Year finds the New York retailers busy for the time and hopeful for the future. Business was brisk at the Broadway stores all last week, and their thresholds were crossed by unaccustomed petticoats whose wearers were in search of boxes of cigars, high grade pipes and other smoking paraphernalia with which to present Xmas tokens to husband, father, brother, son or perhaps sweetheart.

This week it is the same, for those women who did not buy smoker's articles last week for Christmas are doing so now for New Year's Day.

As a matter of fact, the dealers do not care very much to serve women, although naturally they are not averse to taking their dollars.

When a male customer walks into a cigar store he generally has his mind made up as to what he wants and what he wants to pay for it. Then, too, if he be a regular customer, the man behind the counter knows pretty well what the customer is after, and so a sale is made without loss of time.

With a woman customer, who only shops in cigar stores once or twice a year, it is different. In the first place, she has not quite made up her mind whether she would rather give John a pipe rack, tobacco pouch, a briar, a cannister of mixed tobacco or a box of cigars.

If she decides on any of the former the salesman has comparatively easy sailing, as, except for pipes, there is not such an infinite variety, but when she settles on cigars, and does not know whether John prefers strong, medium or mild, the salesman is at a loss and has to let the woman herself decide.

Then as a rule she does not know whether she wants to buy fifty or a hundred, and she is not certain whether to take a $2.50 box or a $10 box, and whichever she decides on she leaves the shop under the firm conviction that she has been "done."

Many an honest and enterprising retail dealer who presents fresh and desirable goods in his holiday-dressed show-windows hails Christmas as the season in which to get rid of "dead ones," and he has a trade "house cleaning" between Thanksgiving Day and the first of the year.

It sometimes happens, though, that a husband or other mere male person upon receiving a present of a box of indifferent or worse cigars will have the courage of his convictions, and seek his revenge on an inoffensive wife, as happened on Saturday last when an infuriated husband seized his spouse by the throat and choked out of her the name of the dealer and the price she had paid for the objectionables.

Then, under the combined influence of egg-nogg and a more or less righteous indignation, he hied him to the cigar dealer, said things and paid an extra three dollars for an exchange.

While the cigarette girls, including "The Sloppy Weather Gang," have been enjoying masked balls and other dances during the week, the men cigar-makers have not let slip the opportunity to enjoy themselves and make merry for themselves and spectators.

A number of them from different factories and unions formed an association, calling themselves "The Narrowbacks," and paraded on Christmas eve dressed in motley.

REPORT ON MONOPOLY SOON.

Assistant Attorney General Garner will Tell His Discoveries on American Tobacco Company.

Washington, D. C., Dec. 20.

A. S. Garner of Springfield, Tenn., whom President Roosevelt appointed an Assistant Attorney General a couple of weeks ago, with authority to investigate the methods of the American Tobacco Company's buyers in dealing with the farmers is expected to render a report within a few weeks and if this report seems to warrant it, Attorney General Moody says that he will have the investigation extended to New York, headquarters of the American Tobacco Co., New Jersey, where the company was incorporated and to Virginia and Connecticut, where considerable domestic tobacco is grown.

If this is done it will be as a result of the representations made Mr. Garner by the protesting growers who appeal against what they claim is a complete monopoly.

There now is pending in the Senate a bill repealing the international revenue tax of six cents a pound on stemmed tobacco when it is stemmed by the grower. The bill passed the House, and was referred in the Senate to the Finance Committee, where it was held all day Senator Aldrich. The tax on stemmed tobacco now operates in favor of the American Tobacco Company, and keeps down the price paid to the growers. Secretary Wilson promised a delegation of tobacco growers that at the next Cabinet meeting he will urge that the influence of the Administration be exerted to secure the passage of the bill by the Senate.

IMPORTANT CHANGE IN READING.

Henry Rindskopf, leaf tobacco dealer at 30 North Sixth street, Reading, has bought the stock and good will of the American Leaf Tobacco Company on Fifth and Washington streets, and consolidated the business with his old line. This is regarded as an important and advantageous move on Mr. Rindskopf's part.

THE PHILADELPHIA TOBACCO TRADE.

BIDS FOR CITY TOBACCO.

Director Shoyer, of the Department of Supplies for Philadelphia, has awarded contracts for tobacco to be supplied to the House of Correction and to the Philadelphia Hospital. The city spends about $4,000 annually for this article, which is supplied to the inmates of those institutions.

The bids were opened two weeks ago, and the bidders on sample tobacco for the House of Correction were: Alfred Lowry & Bros., of Philadelphia, 27.25 cents per pound, and Kirk, Foster & Co., of Philadelphia, 27.33 cents per pound; and for the Philadelphia Hospital, for navy tobacco, Kirk, Foster & Co., 34½ cents per pound, and Alfred Lowry & Bros., 34½ cents per pound; and for sample tobacco, United News Co. (John Wanamaker), 25 cents per pound; Kirk, Foster & Co., 32½ cents per pound, and Alfred Lowry & Bros., 32½ cents per pound.

The awards in each case were to the lowest bidder, and where they bid even the order was divided.

With Manufacturers and Jobbers.

Manufacturers Preparing for Coming Year

Philadelphia manufacturers spent the week winding up the year's business and while some of the factories were kept working on regular orders, things as a rule were very quiet. With practically three days of holiday out of the week there was very little attempt to do business, every one being satisfied to wait until the new year was fairly started.

The work of taking stock is being completed this week, and with this inventory and closing of the books the general opinion is that the year has by no means been a bad one. The sudden spurt in the retail trade brought to many factories batches of hurry duplicate orders which were not in every case filled. The getting out of holiday packages is considered by most manufacturers merely as a necessary evil which yields very little if any profit, and to be called on suddenly to put out twice as much as usual of this line of goods is an unwelcome strain on any factory.

By the middle of January business will be swimming along in good shape again, and the majority of manufacturers believe that the coming year will be an eminently satisfactory one.

Crabtree Receivership Security $2,000.

Judge McMichael, in Court No. 3 yesterday fixed the security to be entered by the receiver of the Crabtree Tobacco Co. at $2,000. A motion was made to have the receivership set aside, on the ground that the company is not insolvent. The application, however, was fruitless, and the case will take its regular place on the equity list. Criminal proceedings are also pending between the president and the secretary of the company, who have been at loggerheads over the management of the business for some time.

A. S. Valentine & Son report a very gratifying year with everything bright in the prospect line.

Dempsey & Koch, of Second and Race streets, are still carrying a large western business, their brands having apparently caught that market just about right.

The El Draco Manufacturing Co. is having very gratifying returns from its Governor Higgins new brand which was recently put on the market. Manager Comber says that every thing looks as if the brand was going to catch on very well in New York.

Bayuk Bros. will probably be comfortably installed in their new quarters on North Third street in a few days where the firm will have much more room for its plant. There will no longer be a retail department.

Z. J. Norris the affable local representative of I. Lewis & Co., and the Thomas Allen Tobacco Co., is now established in his new quarters at 111 Market street where he keeps the usual hours. The office is on the second floor front.

T. H. Hart & Co., of 30 South Seventh street, have been appointed local distributing agents for the Cayey-Caguas Co., of New York and Porto Rico, particularly on that company's many sizes of Amorife.

W. C. Becker, who manufactures the Tabenero 5 cent cigar at 925 Girard avenue, spent Christmas in Trenton, New Jersey.

Leaf Dealers' Jottings.

Hirschberg & Bro. in New Quarters.

Julius Hirschberg & Bro., importers and dealers in leaf tobacco, on North Third street, are at last situated in their new quarters in the Moore building, and are delighted with the establishment.

The place is ideal in every respect for a leaf business, and at once excites the congratulations and good natured envy of the many callers among the trade who stopped in to look the place over.

The Third street entrance opens directly upon the offices of the firm, which are complete, handsome and at the same time cosy—so cosy that a caller hates to leave. At the rear of these and extending to the back of the building and out at the side to Branch street are the warerooms, which are already well stocked. This portion of the building is in duplicate in the basement, which is cemented.

The establishment is modern throughout. The ceiling is covered by automatic sprinkling pipes, which in case of fire will flood the place with water. The offices and warerooms are steam heated and lighted by gas and electricity, and there are many other conveniences for doing business on up-to-date lines.

The leaf business is over for the year, and the dealers don't expect anything now until January is well advanced. There is fair inquiry for this time of year, but whatever is bought is for future delivery. Of course it is impossible to speak with authority, but it is the general

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95. HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBERER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Peace; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

impression that 1905 will be a good year. The leaf business is one of the many surprises, however, and it will be some time before any more certain prediction can be ventured upon.

Frank Dominguez, of E. A. Calves & Co., is in Havana, where he will remain for about a month buying for the firm. Mr. Dominguez' reputation as a judge of Havana leaf is well known, and he always gets the best the Cuban market affords.

Here and There With the Retailers

After slumping along for weeks until all the dealers were so disgusted that many of them bought light for Christmas, trade took on a sudden impetus last week and stayed so good that many retailers claim the best Christmas since they have been in business.

These fits and jerks in the market don't seem to be easily explained, but there is now a concensus of opinion that things ought to stay good. The only unfortunate feature of it is that the spurt came too late for some of the dealers, some of whom, figuring on a slow Christmas trade, gave very small orders to their manufacturers. When the rush came they immediately placed additional orders but in many cases could not get them filled.

One dealer said yesterday that he had the best Christmas since he had been in the business. "I came near getting caught, though," he said. "I hesitated for a long while about my holiday orders because it certainly seemed as it there would be very little doing. Finally I decided I'd take a chance, and I'm only sorry that I didn't make my orders heavier. The last part of the week was especially good and Saturday was a tremendous day."

Credit to be Called In.

A well known local jobber said yesterday that a number of jobbers had decided to do much less business on a credit basis in future on account of the close prices under which the jobbers claim they can at best barely live. A number of small dealers are enabled to do business largely by the extension of long time payments, and the jobbers have decided, it is said, that in order to protect themselves while present prices obtain, they must make a change in their business methods.

There is said to be a considerable number of dealers who are doing business on credit, and if the jobbers were to close up their books immediately, there would probably be a lot of small retailers forced to close their stores.

W. C. Becker, manufacturer at 92[illegible] Girard avenue, reports a very large sale of Tabeneros in his retail department during last week.

The report that the Lazar store on Chestnut street below Tenth had been sold is untrue and Mr. Lazar declared yesterday that the place was not for sale. Business has been good at this place and is expected to continue so.

Bock & Co. report very satisfactory business this week.

HUMIDOR FREE TO DEALERS.

Attention is called to the advertisement of the Cremo cigar on page 5 of this issue, in which the well-known and popular brand is exploited under the catchy phrase, "Good to Keep Good Cigars Good." A generous offer is made in connection with the sale of the brand which enables any enterprising dealer to obtain a handsome humidor free. Jobbers selling the Cremo are instructed to give certificates with the cigar, and the dealer who obtains a sufficient number of these to show purchases of 6,000 Cremo Export cigars will be presented with a humidor, such as is shown in the cut, entirely free of charge.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

WANTED—Advertiser wishes to buy a well established retail cigar and tobacco business, in country or in first class neighborhood in suburbs of a city. Stock and books must be open to inspection of buyer before purchase. Address J. R., General Delivery, Brooklyn, N. Y. 21-1

FOR SALE—Established Retail Cigar and Tobacco Business doing large trade; central location, retiring from business. Address Box 128, care Tobacco World, Phila.

WANTED—100,000 CIGARS; prices must be low; also Pipes and Smoking Tobacco, Pipes and Smokers' Articles. Address, Box 245, Philadelphia.

PHILADELPHIA JOBBER wishes to represent some Key West Manufacturer not yet represented in this city. Address, 4525 Avenue, Philadelphia.

BROKER WANTED—West of Chicago to the Coast. We sell first-class and 10c goods. Address Manufacturer, Box 116, care Tobacco World. 12-1

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

L. S. STAUFFER,
MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

Established 1864 Factory No. 20, 9th Dist., Pa.
Geo. W. Bowman & Co.
Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.
Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.
We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

KLEINBERG'S
"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous "SMOKE-IT" Cheroots are selling faster than ever before.
Philadelphia.

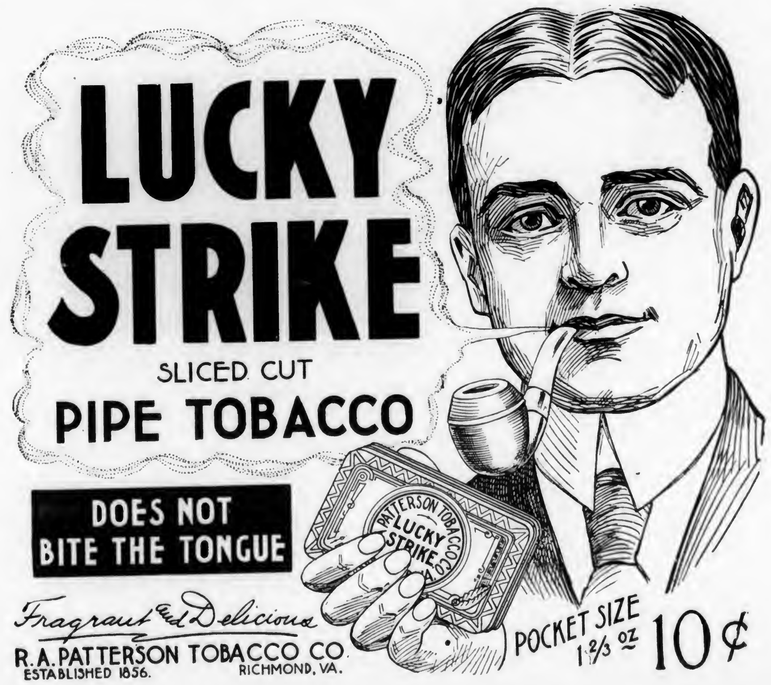
This humidor holds 6,000 of the cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock and heavy brass drop handles and brass trimmings, with moistener pad in top of lid and ventilator at each end. The article is handsomely decorated in imitation cedar wood. The offer will prove very attractive to dealers, and a large number of humidors have already been put out on this basis. The cigar sells for $35 per thousand.

Chicago Dealers' Fine Xmas Trade

Chicago, Dec. 27.

Indications are that the Chicago cigar dealers have enjoyed the best Christmas trade for several years. The demand for the better class of goods has been very marked, clear Havanas have been in the ascendant and even imported goods have shown signs of reviving their old-time popularity.

There have been lots of boxes of 25s selling, but the bulk of the business has been on the regular 50 and 100 packings. Combination boxes have not been in it. One jobber, and a big one at that, ordered only 500 cigars in combination packages, and has some of them left over. While it is hard to speak with authority, the chances are that stocks in the hands of both retailers and wholesalers are down to an very low point.



TIGHT BINDING

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

WATCH
For This Space
Next Week

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

BOSTON TRADE HAS PICKED UP.

Business With Retailers Good, but Manufacturers Lay Off 'Till New Year.

Boston, Mass., Dec. 25.

Business has been very good here for the past week, and it was heartily welcomed by the retailers, as the previous two weeks had not been up to their expectations.

The majority of the cigar manufacturers have laid off most of their cigarmakers until after the New Year, as from now on most of the firms will start in to take stock.

The Connecticut tobacco and cigar manufacturers are up in arms against the proposition to reduce the tariff on tobacco from the Philippine Islands 75 per cent of the Dingley rates, and are sending their protests to the Connecticut delegation in Congress. The rate at present is 75 per cent of the Dingley tariff, and this proposed reduction would make it only 25 per cent. This, it is claimed by the manufacturers and growers, is too small to protect them against the cheap labor of the islands, and such a measure would likely cripple their business. This bill is before the Senate, and will be disposed of soon after the holidays.

Daniel Frank & Co. have done a rushing business the past week. This firm makes a specialty of Regensburg & Sons' clear Havana goods, for which they are the New England distributors.

Rosenthal Bros.' new store on Hanover street is completed at last, and certainly looks fine. They certainly are to be congratulated, and your correspondent wishes them a grand success, as they are deserving of the same.

Robbins & Roitman, the Cambridge street jobbers, report a steadily increasing business, and the manager of their broken T. D. department is kept continually on the go.

I. Kaffenburg & Son, Havana importers, both went to New York last Wednesday to attend the funeral of the late Gustav Solomon.

A. Beringer, of Beringer Bros., is spending the holidays visiting friends in New York.

Mr. Campbell, of the U. S. Tobacco Co., reached Boston Tuesday. He was very enthusiastic regarding the Philadelphia Tobacco Exposition.

S. A. Frank, the New England representative of Leopold Miller & Sons, New York, of "Leroy" fame, is spending the holidays in New York.

Ed. Wollenberg, a son of B. M. Wollenberg, the popular Tremont street cigar dealer, is also spending the holidays in the Metropolis.

—Extensive improvements are being made in the warehouse of Sutter Bros., at Madison, Wis., by the present owners, the American Cigar Co. The building is being converted into a stemming establishment, with a dryer on the upper floor.

GROWERS ARE MAKING GOOD.

Kentucky Farmers are Subscribing Large Lots to Burley CompanY.

Lexington, Ky., Dec. 24.

At an enthusiastic meeting of the Fayette County Tobacco Growers, who are members of the Burley Tobacco Growers' Company, a board of control consisting of B. S. Coyle, C. S. Wilmot and Charles Land was elected and several thousand dollars additional stock was subscribed.

W. B. Hawkins, president of the company, gave out the following amounts subscribed to the capital stock of the organization from the counties which reported to him:

Shelby, $16,000; Grant, $16,500; Bourbon, $3,000; Carroll, $7,500; Gallatin, $6,500; Nicholas, $2,000; Fleming, $1,400; Henry, $9,000; Mason, $2,600; Harrison, $5,500; Bath, $3,500; Montgomery, $2,600, and Brown county, Ohio, $4,350.

Clarksville, Ky., Dec. 25.

Nearly 10,000 farmers attended a spirited meeting of farmers this week at which the districts called to show the new pledges since the last meeting showed that nearly 700,000 pounds of additional tobacco had been pledged. Chairman Prince reported that Montgomery county alone had 700,000 pounds pledged to the association, and that not a single man had broken the pledge or could be induced to sell for any consideration.

Chairman Felix Ewing, of the Executive Committee of the association, was given a splendid ovation and delivered a short address.

A NEW FRUIT FLAVOR.

The Cincinnati Fruit Refining Company is putting a new fruit flavor for cigars and tobacco upon the market, and are issuing the following circular:

Cincinnati Fruit Refining Co.
Cincinnati, O., Dec. 27, 1904.

Gentlemen:—Make and maintain a reputation, says the man behind the gun. Are you ready or are you sleeping in the worry road that kills. Those who use our flavors have shot their wad and won. If you are wise profit then by their experience and read our two flavor ads. in this issue. Yours in need,

CINCINNATI FRUIT REFINING CO.

CONNECTICUT FARMERS HAPPY.

The recent rains throughout the Connecticut Valley were hailed with delight by the tobacco growers, as in the tobacco farming districts along the Connecticut Valley and about New Milford the storm promised to be of great value by the "damping" of the year's crop.

—E. M. Lawn, of the Kalamazoo Cigar Co., Kalamazoo, Mich., has put a new brand on the market, called the "White Statue," which is making good. Mr. Lawn's other well-known brands are the "Charles Darwin" and the "Charter Oak."

OUR
MUSLIN, CLOTHINE AND ROPE FIBRE
SIGNS
CREATE DEMAND FOR YOUR GOODS

The Globe Sign & Poster Co.
LITHOGRAPHERS AND PRINTERS OF MUSLIN, CLOTHINE AND ROPE FIBRE SIGNS
FACTORY AND MAIN OFFICE
AKRON, OHIO.

ORIGINAL DESIGNS
FOR
CIGAR AND TOBACCO ADVERTISING SIGNS OUR SPECIALTY

Address: Main Office and Factory
AKRON, OHIO

We Guarantee Everything WE SELL

A. J. BRADY & SONS

Cigar Manufacturers

McSherrystown, Pa.

Makers Exclusively of

Five and Ten Cent Brands of Hand Made Seed and Havana Cigars

OUR 10c. BRANDS

La Nacion **Havana Post**

Absolutely Hand Made of Clear Vuelta Abajo Filler.

Packed in 40th's and 20th's.

OUR 5c. BRANDS

Stephen Crane

Made in Londres, Perfectos and Panatelas.

Robert E. Pattison

Made in Londres, Perfectos and Invincibles.

All Orders Promptly Filled from Well Seasoned Stock.

Jobbers and Wholesale Dealers are invited to correspond with us. It might prove a mutual benefit.

A FEW OF OUR DISTRIBUTORS

Robert E. Pattison Brand.
H. D. Narrigan & Co.,
116 N. 6th St., Philadelphia

Havana Post Brand.
W. H. Banton.
315 So. 4th St., Philadelphia

La Nacion Brand.
Victor Fermani
746 So. 6th St., Philadelphia

BREMER BROS.

IMPORTERS, PACKERS AND DEALERS IN

Leaf Tobacco

One of the oldest-established houses in the trade, announce that they now have ready for the market a large lot of

Wisconsin Binders

of exceptional quality; also call your attention to their

Light Connecticut Wrappers

which for color, yield and quality are unequalled

BREMER BROS.

119 North Third Street, Philadelphia, Pa.

ESTABLISHED 1860

"AS HIS SOUL GOES MARCHING ON"
—SMOKE

JOHN BROWN

5c. CIGAR

25,000,000 of them sold

FROM MAINE TO CALIFORNIA

THE VERDI

10c. CIGAR

Is Smoked and Liked by The Finest Trade

John G. Root

.... MANUFACTURER ....
REAMSTOWN, PA.

Let us submit samples and prices

JOHN W. WARTMAN B. R. MORT

JOHN W. WARTMAN & CO.

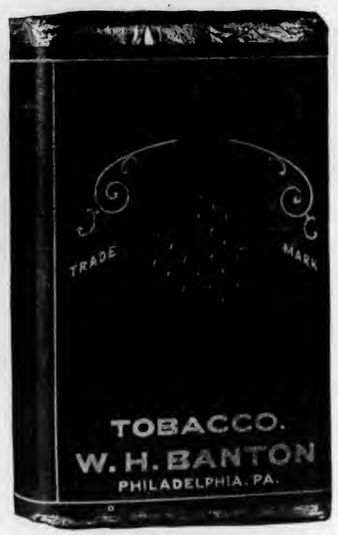
IMPORTERS OF

Sumatra and Havana Tobacco

PACKERS OF SEED LEAF TOBACCO

No. 244 NORTH THIRD STREET

PHILADELPHIA



100 MEN DESERTED

THE LEAGUE ISLAND NAVY YARD

TO HUNT FOR

"Pine Apple" Cut Plug

Seventy have found it and returned filled with joy; the other thirty are still on the hunt and will not return until they find it. They will seek no further, as no better can be found

Pine Apple Plug Pine Apple Cut Plug

Pine Apple Twist

W. H. BANTON

Manufacturer and Sole Owner

315-317 South Fourth Street Philadelphia, Pa.

—A. W. ZUG—

LANCASTER - - PENNSYLVANIA

High Grade Cigars

Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen. All our **Business** is **Transacted Direct** with the Wholesale Houses.
Please place yourself in correspondence with us. We will save you money.

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

Manufacturer of

PATRICK GORDON—Territory given good distributors everywhere.

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

Some Excellent New Brands:

Five Cents:--**Lucky Drive,** 4 sizes; **Rexmond,** 6 sizes; **Havana Prize**
Ten Cents:--**Havana Dimes, Puro Mafois, Louis De Valois**

We employ no Salesmen. QUALITY is Everything, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

IMHOFF & CO.

DENVER, PA.

MANUFACTURERS OF

High-Grade Union-Made Cigars

Correspondence with wholesale and jobbing trade solicited

The Leader for Many Years

A high-grade seed and Havana 10 cent cigar They make friends fast and keep them too. It's the quality, style and workmanship that does it. Jobbers, write for prices and full particulars to

GEO. W. LEHR
MANUFACTURER
READING PENNSYLVANIA

WEIDMAN & MOYER

CIGAR BOX Manufacturers

Womelsdorf, Pa.

Correspondence Solicited.

7-20-4

10 c. CIGAR

Londres and Perfecto Shapes

At Wholesale in New York by ALL RELIABLE JOBBERS

A. H. Hillman Company, 94 Park Row ∴ S. Monday & Sons, 258 Wythe Ave., Brooklyn

R. G. SULLIVAN, Manufacturer MANCHESTER, N. H.

1,000 Feet of Cigar Box Lumber FREE

WE promise you we will have the largest Cigar Box Lumber plant in the United States within twelve months, at Knoxville, Tenn. We are now running with a number of the very latest types of Knife-Cutting Machines --vast improvements over former patents.

Our capacity will now average fifteen million feet per annum. The stock is equivalent to sawed lumber for tops.

BONA-FIDE OFFER

WE guarantee our Knife-cut Poplar Veneered and Poplar imitation superior to any Knife-cut lumber on the market.

We will ship to any reputable Cigar Box manufacturer, 1,000 feet of No. 1, Poplar imitation or No. 1, Poplar Veneered, at lowest price, and if not as represented we will make him an absolute present of the thousand feet.

SHEIP & VANDEGRIFT

814-32 Lawrence St. - - - Philadelphia, Pa.

MILLS

POPLAR MILLS, Knoxville, Tenn.

GUM MILLS, Hunterville, Mo.

AGITATION OVER BRITISH STRIPPED TOBACCO DUTY.

U. S. Consul James Boyle Says that Additional Tariff of Six Cents Per Pound on this Article is Exciting Much Concern in Liverpool Tobacco Circles.

Washington, D. C., Dec. 26.

In a comprehensive article, United States Consul at Liverpool, James Boyle, has written to the Department of Commerce and Labor, at Washington, discussing the new British duty on stripped leaf tobacco, which is considered by many to work more harm than good.

Liverpool is the central point from which nearly all American tobacco is distributed, and the additional duty of six cents per pound on the stripped leaf forms a very important topic of discussion. Consul Boyle says:

The trade in all its branches—importing, manufacturing, and selling, wholesale and retail—has been much unsettled during the past two or three years, and now this new duty has introduced an additional disturbing influence. Opinions vary considerably as to the effect of the new duty in both this country and America. A few days ago the London Times conspicuously published the following:

"We have received from an American correspondent a communication in which he explains the effect which the change in the British duty on tobacco has had on the trade in the United States. An arrangement whereby stripped tobacco comes into this country at 3s. 3d. [79 cents] per pound, whereas unstripped comes in at 3s. [73 cents] per pound, has brought the offal to this country in the shape of the stem. The stem was formerly taken out of the tobacco in the United States and left there. It was the raw material of valuable commercial products, and before the duty was changed he himself had a contract for $15 a ton for stems to be hauled away from the factory door by the purchaser.

"Since the change in the duty the contract has become valueless, as there are no stems to be sold, and the trade in this material has passed to England. The offal is now being ground into powder in Liverpool. From this offal used to be made in the United States (1) germicide powder for sheep washing and for horticultural purposes; (2) a liquid extract of nicotine chemically extracted and shipped to Germany; (3) snuff. The point our correspondent wishes to emphasize is that the importation of the stem into England has created a new industry here, as labor is required to strip the leaf on this side."

The above was widely reprinted in the English press, particularly in this district and other tobacco centers. Some papers have treated the matter from the fiscal standpoint—that is, the claim has been made that the additional duty of 3 pence (6 cents) on "stripped" leaf as against "unstripped" is really the thin edge of a system of discriminating protective duties on articles wholly or in part manufactured, as against the raw material; and the result of this new tobacco duty, as alleged by the American correspondent of the Times, in creating a new industry in this country, is held to be a vindication of the wisdom of the new duty.

With the object of getting at the actual facts of the case, I submitted the Times article to one of the best known and largest firms in the United Kingdom which imports American leaf tobacco. This firm replied in writing as follows, and it will be observed that it does not agree altogether with the American correspondent of the Times, at least so far as the present situation is concerned:

"There is no new industry. The making of germicide powders is a very old industry, and whether the manufacturers will get their tobacco offal any cheaper in consequence of increased stemming in this country remains to be seen. No increased stemming to any extent has yet taken place, nor will it until the stock of strips in this country is exhausted. Manufacturers of germicide powders in America who have been getting tobacco stems, which they call "the raw material of valuable commercial products," may well cry out about the decrease in the supply of stems, in consequence of shippers in Virginia and the Carolinas not making strips for sale in this country out of the crop now being sold, for hitherto stems have been made in such quantities that they have had no value, as indicated by the price, $15 per ton.

"People will not buy leaf tobacco at from 6 cents to 25 cents per pound to pull the stems to sell at one third of a cent per pound to makers of germicide powders.

"In the West, Kentucky, Clarksville, etc., the scarcity of stems can not yet have been felt, as the strips were made out of the 1903 crop before the duty was raised, and the 1904 crop has not yet been marketed. No doubt the holders of stems would not continue to give them away, when they anticipated no stems being made. Stems being of no value, the cost of tobacco and labor in stemming was added to the strips, which made strips so much dearer. If strips can be made in this country, with ample drawback for duty on the stems returned into bond, and these stems be of value for any purpose, then the strips made in this country will be relatively cheaper than those made in America. If the scarcity of stems in America should compel the manufacturers of germicide powder to pay the first cost of the stems, then American stemmers would be able to send strips here at a price that would enable our manufacturers to buy American made strips and pay the extra 6 cents duty."

The following revised instructions as to the duties payable upon imported tobacco have just been issued by the British commissioners of customs;

"(1) Subject to the exception made in respect of 'butting,' as stated hereafter, all leaf tobacco imported, the leaf of which is not complete by reason of the removal of the stalk or midrib or of some portion thereof, is to be deemed to be stripped tobacco, and the higher rate of duty is to be levied accordingly.

"(2) Leaf tobacco which has been 'butted' abroad is to be admitted at the lower rate of duty as unstripped, provided the officers are satisfied that the portion of the leaf removed in the operation of 'butting' does not exceed one-tenth of the estimated length of the entire leaf, measured from the tip to the point where the midrib is assumed to have joined the main stem of the plant.

"(4) The board authorize officers concerned to allow 'butting' operations to be performed on leaf tobacco in bond."

— George Gallagher, a well-known Western traveling salesman, is now representing the cigar firm of Upham & Wilcox, of Chicago, with offices at New York, Havana and Tampa. He will cover Michigan, Northern Wisconsin, Milwaukee, Detroit, Cleveland, Pittsburg and Buffalo.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

THE BEAR BRAND
Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade Union Made
Cigars
"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
· · · VAMPIRE · · ·

WILL CUBAN STAMP OFFSET NEW IMPORT STAMP?

Cuban Manufacturers Decide on Conspicuous Marking for Export Boxes and Believe That They Will Take the Place of the United States Stamp in Convincing Consumers of Genuineness.

Although the new import stamp fathered by Assistant Secretary Armstrong amid considerable conflict is now in operation, its good effect is likely to be considerably mitigated by the stamp which the Cubans have decided to use in order to make the product of their factories distinctive.

It is stated that cigar manufacturers in convention at Havana have agreed upon a large and fancy label as stamp to be affixed to each box, and the news is by no means pleasing to the majority of United States manufacturers, who feel that their great fight on the import stamp was largely for nothing.

The Cubans have decided to use a label on the order of that used by the Union de Fabricantes de Tabacos y Cigarros, but it will be larger and of a more "catchy" appearance. It is understood that the Cuban Government has practically made this stamp official, and has instructed all its foreign representatives to see that no imitations are used. It is said, further, that the Cuban manufacturers will inaugurate a system of advertising which will make the stamp familiar to cigar smokers the world over.

In making the fight on the conspicuous customs stamp the United States manufacturers gave many reasons, which appeared to them to be good ones, for its abolishment. They said, among other things, that the very official looking stamp was tantamount in the minds of many consumers to a Government guarantee as to the quality of the imported cigars, and as it was intended for no such purpose—only to show that duty had been paid—they could see no good reason for its continued use if the domestic manufacturers objected. The Treasury Department took this view of the case and some two months ago ordered the change.

It is said that in the large cities, and especially in New York, the abolishment of the Government stamp on the top of the imported boxes has caused deep mourning among the club stewards. Formerly the stewards were able to get a dollar each for all cigar boxes bearing the stamp, and many of them did a thriving business in them with unscrupulous dealers.

Some manufacturers are inclined to look philosophically at the issuance of the Cuban stamp and declare that it will not be at all formidable, for the reason that it does not make the Government appear to be guaranteeing the cigars to be of high quality. Many supposed that the stamp was a certificate of inspection, whereas all the Cuban stamps that could be pasted on would not convey that impression.

Wisconsin Trade Jubilant.

Review of Year Shows Increase in Business of 20 Per Cent.

Milwaukee, Wis., Dec. 26.

The past week has been an exceedingly lively one, particularly in the retail business. There has been a wholesale clearing out of specials and the old-time lines. The Christmas presents were numerous and extended clear through the line; nothing was overlooked. Said one jobber:

"Christmas business began two weeks earlier this year, and is still running."

This is the way business has been for four weeks. The retailers had a prosperous holiday season, too. Many of the cigar stores are cleaned out of all their holiday goods. Those which paid little attention to this joyful season, are now complaining. They are the ones who did some additional business. The time is past when a retailer can ignore any special season and expect to do any business. The enterprising ones are the fellows who make the money.

Speaking of the year for the jobbers, an East Water street manager said: "I am speaking for the jobbers generally, when I say that this year has been a good one. Our business will show nearly 20 per cent. increase, and I have talked to others who say their business will run from 15 to 30 per cent. There are no clouds in the business world, and 1905 should be a very good year."

The retail business has increased in the big downtown stores. This is the statement of a dozen leading retailers. The advent of the Trust the past year hasn't affected business among the old-timers; nor has it had any apparent effect on the smaller stores. The Trust stores, the two which are located in the downtown districts, are also doing very good business. The respective managers declare business has been better than anticipated.

One thing noticeable this Christmas was the extra cost put on fancy packages. The boxes themselves were more expensive; labels more costly, the ribbons and bands were of better grade and make, and more tinfoil was used. In this way the supply men got in deeply.

Prospects for business generally were never better.

ANDERSON.

The Week in Lancaster.

Things Jog Along Evenly, With Good Hopes For Coming Year.

Lancaster, Pa., Dec. —

The leaf market here has not resolved itself into an expected quietness until after New Year's, although during the past week a really larger volume of business was experienced than had been looked for, several small packings having changed hands.

Buying of the crop was suddenly revived into full activity, and nearly all packers who had already bought some of the goods were trying to secure more now. Prices do not seem to have changed materially, and from 9½ to 10c is still about the average price for desirable crops.

It has not been a record breaking year with many of the cigar manufacturers of this country, but with a few, the output during the present year will exceed that of last.

There has been little, if any, tobacco delivered at warehouses yet prepara-

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market
10¢
5¢
PRINCE OTTO
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana,	10c.
"S. B." Half Havana,	5c.
"S. B." Little Havanas,	5c.
"Honest Bee"	3c.
"2--I--No" Mildest Cigar Made,	2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

tory to packing, but it is expected that, should the weather become favorable for stripping, as it would have been during the past few days, the receiving season will begin soon after New Year's.

Some difficulty was experienced a few days ago by the M. Kinport's factory, at Terre Hill, on account of lights having been placed in the factory in positions which proved to be unsatisfactory to the workmen, who threatened to strike if the objection was not promptly removed. Mr. Kinport is a veteran, however, who has successfully calmed many storm scenes, and after he gave them a heart to heart talk the difficulty was soon adjusted to the fullest satisfaction of all concerned, and work was continued without further interruption.

M. L. Greidler, of Mt. Joy, this county, who is superintendent for the State Tobacco Experimental Stations, has received a request from the Italian Government for three pounds of seed leaf tobacco seed. It has, however, not been indicated as to how the seed will be used by them, whether at home or in some of their colonial possessions.

Happy Xmas in York Co.

Year Prosperous in Tobacco Trade and All Celebrated.

York, Pa., Dec. 26.

Numerous members of the trade in this section were able to spend a most enjoyable and thankful Christmas, as the result of a very prosperous year, one of the best ever, and there are indications that the new year will mark the beginning of a large number of new factories in this county.

A project is now substantially under way looking toward the formation of a new light and power plant for Red Lion, which it is calculated will be enlarged to sufficient proportions also to supply other cigar manufacturing towns in that section, including Dallastown, Yoe and Windsor. Among members of the trade who are interested in this new project, is E. L. Wissly, a large leaf tobacco packer of Florin, Lancaster County, Pa.

The affairs of the La Buta Cigar Co., of this city, are now practically wound up, and upon the total liabilities of approximately $80,000, about $800 has been realized from its assets, making a distribution of about one per cent. possible.

Samuel A. Stump, the former Red Lion cigar manufacturer, has been lodged in the York County jail.

The rule granted to John V. Anderson to show cause why the sheriff's sale of the property of Ida E. Stump and company and Samuel A. Stump to him should not be set aside, was dismissed by Judge Bittenger. The amended statement from the sheriff showed that the proceeds of the sale of personal property of the Stumps were eaten up by labor claims and the writ selling the real estate was therefore proper.

James McManus, turnkey at the jail, has presented the Crystal Palace cigar store in Centre Square with two fine specimens of an expert cigarmaker's skill. They are made of fine leaf tobacco, the one in the form of a long stemmed German pipe and the other in the form of a shark. The latter piece is an especially fine one, as it required much skill to form it. The fins and all on the shark are formed of miniature cigars, perfectly made and set into the body of the object so neatly that they all can be smoked at one time. The cigars were made by Edward Groth, better known as "Red Nose Mike," while serving a term in the county jail. Groth is spoken of by all who know him as an expert mechanic in cigarmaking.

Walter B. Hostetter & Co., leaf dealers at 12 South George street, this city, are sending out to their trade this week a handsome calendar for 1903.

Reading Mfrs. Rushed.

Many Orders are Being Booked and Factories are Tied Up.

Reading, Pa., Dec. 26.

The new cigar factory of Otto Eisenlohr & Bros., which was formerly occupied by Gumpert Bros., will, when completed, be one of the handsomest and most modern factories in the State. The plant is now being superbly fitted up and it is expected that it will be ready for occupancy by February 1.

Gumpert Bros. are now located on Cedar street, near the A. Thalheimer Mfg. Co.'s cigar box factory.

Frank J. Hunt, well known in the trade here, is confined to the hospital by a spell of sickness.

John H. Witter, of Newmanstown, has been seriously hampered in his attempt to operate a large cigar factory at Sinking Springs by not being able to secure boarding establishments enough to accommodate all the hands to whom he would otherwise have been able to give employment.

The Fleck Cigar Co's factories are among the busiest here, and the company enjoys a very good sale on its Eastern Buffalo brand of nickel goods both in Pennsylvania and in the West. The firm recently booked an order for 200,000 from a new distributing house with which was recently concluded a new deal.

The N. & N. Cigar Co. has been working overtime for several weeks to meet the growing demands for their leaders.

Stewart, Newberger & Co., Ltd., have been working a force of 135 hands lately on rush orders.

E. E. Kahler, the extensive Butternut street cigar manufacturer, has been very seriously ill, but is now on a fair way to recovery.

Yocum Bros. are closing up the busiest holiday season that they ever experienced.

John G. Spatz & Co. have been exceedingly active for the past three months.

George W. Green, of the Reading Tobacco Mfg. Co., has been confined to his home by illness for several days.

It is reported that Sidney Newman, who was formerly manager of the Pioneer Vinon Cigar Company, at Peoria, Ill., which was recently closed, will remove to Reading soon after January 1 to engage in business here.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of
Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of HIGH GRADE

Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

"THREE BEAUTIES"

put up in 50th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader: WEALTH PRODUCER. Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

IMPORTS OF TOBACCO, CIGARS, Etc.

Arrivals at the Port of New York from foreign points during the week ending December 28, 1904.

Havana—Trinidad Shipping & Trading Co., 55 barrels cigarettes.

Havre—Hamburg American Line, 32 packages tobacco; Order, 2 do.

Liverpool—J. C. Drucklieb & Co., 6 cases cigarette paper; L. H. Harpootlan, 1 case tobacco.

London—Waldorf Astoria Segar Co., 1 case cigarettes; J. W. Surbrug, 2 cases tobacconists goods; Order, 4 cases tobacco

San Juan—American Tobacco Co., 7 cases tobacco; Cayey Caguas Tobacco Co., 22 bales tobacco; Durlach Bros., 22 do.; Levi Blumenstein & Co., 41 do.; West Indies Cigar Co., 22 bales tobacco.

HAVANA TOBACCO.

Str. Morro Castle, arrived Dec. 20:
(2,498 bales; 728 cases; 75 bbls.)

Jas. E. Ward & Co.	1,010 bales
Sartorius & Co.	296 "
F. Miranda & Co.	271 "
L. Bijur & Son	142 "
Havemeyer & Vigelius	140 "
J. Bernheim & Son	112 "
Rothschild & Bros.	112 "
American Cigar Co	71 "
Mancelo, Minia & Co.	60 "
Herz Bros	40 "
Hamburger Bros. & Co.	33 "
Gans Bros.	30 "
D. H. Delmonte	29 "
J. Lirio & Co.	25 "
A. Blumlein & Co.	23 "
J. W. Merriam & Co.	17 "
R. M. Blake & Co.	16 "
Carl Upmann	15 "
Wm. Bader	14 "
Kohlberg Bros. & Ruthenberg	10 "
Bondy & Lederer	8 "
R. Diaz & Co.	8 "
Selgas, Suarez & Co.	8 "
G. Salomon & Bros.	5 "
S. L. Goldberg & Sons	3 "
Jas. E. Ward & Co.	438 cases
Havana Tobacco Co.	175 "
Park & Tilford	54 "
G. S. Nicholas	23 "
Calixto Lopez & Co.	10 "
National Cuba Co.	10 "
F. Garcia & Bros.	6 "
Bustillo Bros. & Diaz	5 "
Robert E. Lane	4 "
E. A. Kline & Co.	1 case
H. Seidenberg, Jr.	1 "
A. H. Hillman Co.	1 "
Jas. E. Ward & Co.	45 bbls.
M. D. T. Co.	15 "
American Cigar Co.	10 "
J. Bernheim & Son	5 "

Str. Havana, arrived Dec. 23:
(567 bales)

Starr Bros.	194 bales
E. Pascual & Co.	115 "
S. Rossin & Son	100 "
A. Rocht	40 bales
B. Castellano & Co.	30 "
Jas. E. Ward & Co.	29 "
Leonard Friedman & Co.	25 "
G. Salomon & Bros.	19 "
H. Casie	10 "
J. Bernheim & Son	3 "
Calisto Lopez & Co.	2 "

HAVANA CIGARS

Str. Morro Castle, arrived Dec. 20:
(15 cases.)

Duncan & Moorhead	6 cases
L. J. Spence	6 "
Strong & Trowbridge Co.	1 case
A. Murphy & Co.	1 "
Chas. H. Wyman & Co.	1 "

Str. Havana, arrived Dec. 23:
(23 cases)

Jas. E. Ward & Co.	15 cases
Park & Tilford	5 "
C. Lopez & Co.	2 "
Boos & Co.	1 case

PORTO RICAN CIGARS.

Str. Philadelphia, arrived Dec. 21:
(370 cases.)

American Cigar Co.	179 cases
Am. W. I. C. Co.	43 "
West Indies Cigar Co.	34 "
Mateo Rucabado	21 "
Durlach Bros.	16 "
G. W. Sheldon & Co.	11 "
Cadiz Cigar Co.	11 "
Arguelles, Manrique, Sola & Co.	10 "
Antilles Trading Co.	9 "
C. Menendez	9 "
C. D. Stone & Co.	8 "
Cayey Caguas Cigar Co.	7 "
DeFord & Co.	6 "
L. A. Lewis	5 "
A. S. Lascelles & Co.	2 "
Manuel Menendez & Co.	1 case

Str. Ponce, arrived Dec. 26:
(262 cases; 2 boxes.)

American Cigar Co.	104 cases
A. W. I. T. Co.	40 "
Durlach Bros.	22 "
C. D. Stone & Co.	11 "
F. Bonilla & Co.	10 "
A. S. Lascelles & Co.	10 "
R. A. Manrique	9 "
West Indies Cigar Co.	8 "
Cadiz Cigar Co.	8 "
Antilles Trading Co.	8 "
G. Preston	7 "
C. Mendez	6 "
L. A. Levi	4 "
DeFord & Co.	4 "
N. Y. & P. R. S S Co.	3 "
Cayey Caguas Cigar Co.	3 "
Victor Malga & Co.	2 "
J. Martinez	2 "
Order	1 case
American Express Co.	2 boxes

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

41

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS

VERTICAL TOP — STOCK OR COMPOSABLE

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE, 120-128 Pacific Street, NEWARK, N. J.

Established 1877 New Factory 1904

H. W. HEFFENER,

Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Trade Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

A. KAUFFMAN & BRO.,

CIGAR BOXES

YORK, PENN'A.

Special Designs — Engraving Embossing

H. S. SOUDER

MAKER OF

CIGAR BOXES LABELS

Telephone

SOUDERTON, PA.

Private Designs a Specialty — Metal Printed Labels

EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

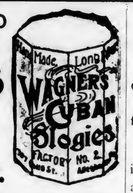
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro Cable Address "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Connecticut

New Haven—Chas. Helfaud, cigarettes, etc., damaged by fire, insured.

Waterbury—J. M. Moss, cigar manufacturer, dead.

Georgia

Atlanta—O. H. Ball, cigars, petition in bankruptcy.——Southern Cigar Co., applying for a charter.

Illinois

Chicago—Benj. Jaffee, cigars, bill of sale.——M. S. Pickel, cigars, etc., bill of sale, $1,150.

Indiana

Bridgeport—E. V. Perkins, cigars, etc., chtl. mtge., $200.

Iowa

Cedar Rapids—F. B. Garnes & Co., cigars, dead.

Davenport—Schwartz & Potts, cigars, succeeded by H. C. Potts.

Massachusetts

Boston—Albany Cigarette Co. (not Inc.) manufacturers, succeeded by Alfred Stevens.

Brookline—Chas. E. Riley & Co. Chas. E. E. Riley, individually, cigars, etc., R. E. mtge., $1,000.

Michigan

Detroit—Hutton Bros., cigar manufacturers, judgment, $147.

New York

Buffalo—A. W. Schuler, cigars, petition in bankruptcy.

New York City—Gustav Salmon, of Gustav Salmon & Bros., leaf tobacco, dead.

Ohio

Cincinnati—Oscar Gassman & Co., cigars, out of business.

Rossford—Wm. R. Tuller, cigars, tobacco, etc., sued, $102.

Oregon

Pendleton—Goodman & Burghard, cigars, etc., dissolved, succeeded by F. W. Goodman.

Pennsylvania

Butler—Feigel Bros., cigars and tobacco, bankrupts.

Middletown—I. K. Deckard, tobacco, etc., execution, $150.

Philadelphia—Crabtree Tobacco, receiver appointed.

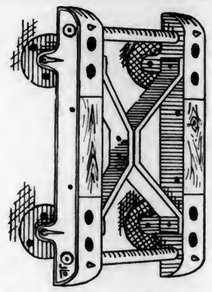
West Virginia

Burlington—I. J. Whip, cigars and tobacco, sold out.

PATENTS RELATING to TOBACCO, Etc.

777,948 Tobacco smoking pipe, James C. Gable, Lancaster, Pa.

777,802 Cigarette machine, Josef Paul, and C. Hartlieb, Dresden, Germany.



The Easy Truck
Made of MALLEABLE IRON, and fitted with STEEL ROLLER BEARINGS.
It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
JOHN L. DARON,
Care of Box 184, York, Pa.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336-338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

PATENTS
promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address,
H. B. WILLSON & CO. Patent Attorneys
774 F Street, N. W., WASHINGTON, D. C.

B. LIPSCHUTZ
44 N. 12th St., Phila., Pa.

Manufacturer of The Popular

"44" 5c. CIGAR
Philadelphia's Most Famous Smoke
AND
BRIDE
All Havana Cigarros, ten for 10 cents. Extra Large Size, ten for 15 cents.
Correspondence with Wholesale and Jobbing Trade Solicited.

ANNOUNCEMENT!

S. Omicron & Co.
announce the OPENING, on SATURDAY NEXT, of their
Oriental Parlor, at
223 So. Broad St.,
opposite the Bellevue-Stratford, as a means of advertising their
Omicron Egyptian Cigarettes
PRACTICAL DEMONSTRATIONS of the manufacture of these CIGARETTES will be made, together with the serving of the very best Oriental and French dainties, desserts and drinks.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

A MARK OF MERIT.

We have been awarded a SILVER MEDAL by the LOUISIANA PURCHASE EXPOSITION for our Superior Quality of CIGARS. A marked honor for

Union Label Goods

Our Cigars Duplicate

A POSTAL TO OUR FACTORY WILL BRING OUR REPRESENTATIVE TO YOUR OFFICE

CHAS. M. YETTER

MANUFACTURER

High Grade Union Made Cigars

READING. PA.

It's a pleasure

to hand your customers a box of our

CIGARS

PUT UP
12 TO THE BOX
ONLY

They are always satisfactory, and the customer always returns for more.

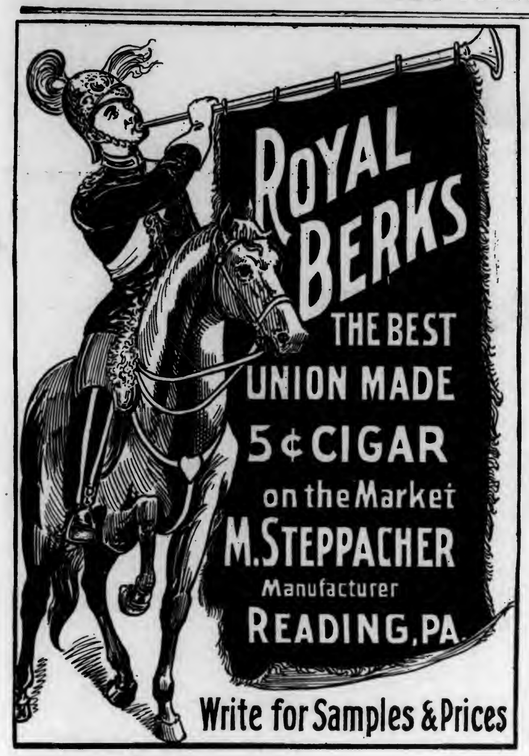
We are the only large manufacturers running exclusively on 80th packages = = = =

There is a reason for that, and that reason is quite plain:

OURS ARE THE BEST GOODS

Wholesale Dealers and Jobbers should write for our prices and full particulars

J. W. GOHN CIGAR CO., BOX 67, YORK, PA.



J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., **LANCASTER, PA.**
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER,
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
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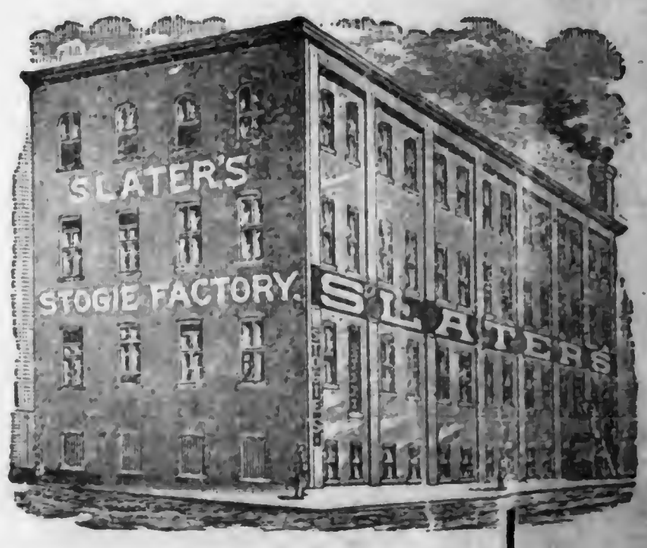

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